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# THE AMERICAN ELEVATOR AND GRAIN TRADE



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Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XLI

431 South Dearborn Street, Chicago, Ill., February 15, 1923

NO. 8

WE ARE PROGRESSIVE ENOUGH  
TO BE AGGRESSIVE FOR YOU

**McKENNA & DICKEY**  
**Grain**

60 BOARD OF TRADE  
**CHICAGO**

**For your  
Business Sake  
Communicate**

Consign Grain and Hay to

**Rodgers & Mayfield Company**

GRAIN—HAY—STOCKS—BONDS—PROVISIONS

116 W. Monroe Street

332 So. La Salle Street

**CHICAGO**

Consignments

Sales to Arrive

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**FEED SYSTEM ENGINEERING**

for Feed Plant Construction and Equipment  
Feed Formulas & Manufacturing Methods

**S. T. EDWARDS & CO.** 110 S. Dearborn St.  
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**"THE MARKET'S UP!"**

How Soon Will You Know?

Find Out Instantly With

**RADIO**

It means money to you. Market reports every half hour through the day—FREE!

**CATCH THEM—THEY'RE YOURS**

Baseball, Football Scores, Time Signals, Lectures, the Opera, Wonderful Concerts—

**A MILLION THINGS**

Out of the air with this wonder worker

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30 N. Dearborn St. **CHICAGO**

Radio Sets and Accessories are Useful Gifts

"When You Think of Radio Think of Ehrler"

**THE ILLINOIS SEED CO.**  
**GRASS SEEDS FIELD**

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SELLERS

Ask for Samples

Mail Samples for Bids

TIMOTHY, CLOVERS, ALSIKE, ALFALFA, MILLETS, RED-TOP, BLUEGRASS, SEED GRAIN, GRAIN BAGS, Etc.

**J. A. BENSON COMPANY**

*Receivers and Shippers*

**HAY, STRAW, GRAIN AND MILL FEEDS**

Room 904  
Postal Telegraph Bldg.

**CHICAGO, ILL.**

**COURTEEN SEED CO.**

*Specialize in all*

**GRASS AND FIELD SEEDS**

SHIPPERS. Send Samples for Bid.

BUYERS. Ask for samples and prices.

**MILWAUKEE, WISCONSIN**

**HAMILTON'S** *Llevator* **BELTING**

The Kind That Grandpa's  
Superintendent Bought  
**IT LASTS FOR YEARS**

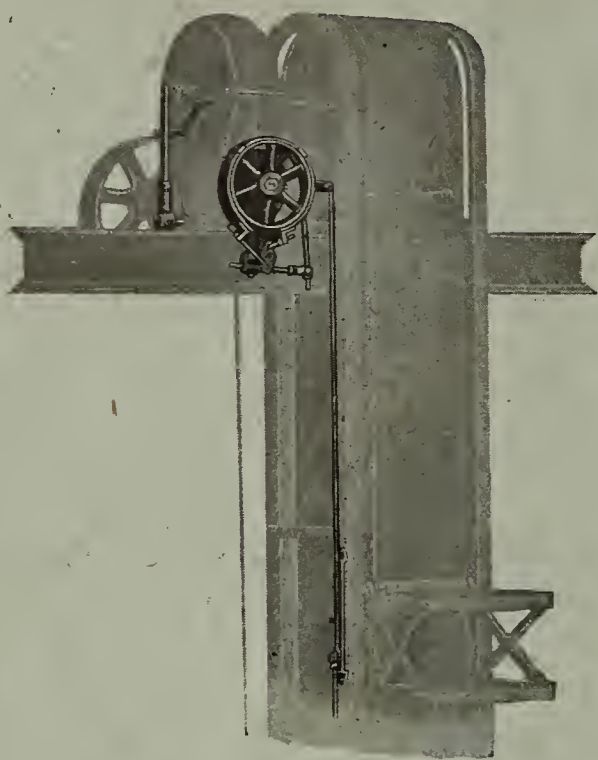
*Write for samples and prices*

**Hamilton Rubber Manufacturing Co.**

118 So. Clinton Street,

**CHICAGO, ILL.**





**N. & M. CO. SERVICE ELEVATOR  
WITH  
AUTOMATIC  
SAFETY DEVICE**

**W**ITH the upper terminal automatic stop in operation there is no danger of being carried overhead and injured. The weight of the passenger after the top floor is reached automatically throws a lever, shutting off the power and applying the brake, thereby locking the belt and steps against movement in either direction.

The automatic stop mechanism furnished with the Nordyke & Marmon Company service elevator adds the vital feature of safety to the elevator's other excellent qualities of reliability and utility.

Send for Service Elevator Circular.

**NORDYKE & MARMON COMPANY**  
Established 1851  
INDIANAPOLIS      INDIANA  
**AMERICA'S LEADING MILL BUILDERS**

**RADIO**

Grain and Live Stock Dealers:

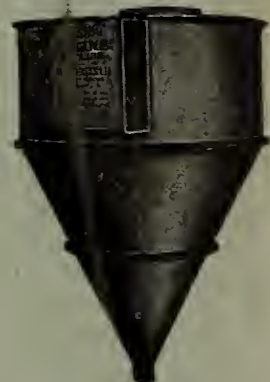
If interested in Radio Receiving Equipment for the reception of grain, live stock and weather reports, etc., get in touch with us.

**HOWARD RADIO CO., Inc.**  
4248 North Western Avenue  
CHICAGO, ILL.

**The "Knickerbocker Cyclone"  
Dust Collector**



**For Grain Cleaners**  
ALL STEEL



*Write for Catalog*

The Knickerbocker Company

Jackson, Mich.

**W**E are in direct touch with manufacturers of many articles not specifically mentioned in our advertising pages. If you require anything in your business and do not know the best source of supply, our Service Department will give you the desired information, or if you desire, can hasten the matter by sending your inquiry direct to the proper firm.

Let our Service Department know your needs; it was organized to serve you.

*Service Department*  
**AMERICAN GRAIN TRADE**  
431 South Dearborn St.  
CHICAGO, ILL.



# WESTERN SERVICE

LIKE  
WESTERN  
Shellers and Cleaners  
and  
Complete Elevator Equipments  
**RANKS FIRST**

Read customer's letter proving this statement

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JOHN J. GRUSSING

Elevators  
Royal—C. & E. I. R. R.  
St. Joseph—Big Four

**BEAR & GRUSSING**  
GRAIN, COAL, SEEDS

Union Iron Works,  
Decatur, Ill.

St. Joseph, Ill., Feb. 10, 1922.

Gentlemen:

We certainly appreciate the quick service given on our order for transmission rope yesterday morning. Ten years of observation leads us to believe that no other concern dealing in elevator machinery and supplies can come anywhere near equalling your courtesy and service to your customers.

Yours truly,  
BEAR AND GRUSSING,  
Per Otis J. Bear.

*Let us extend this service to you*

Drag Chains  
Elevator Buckets  
Elevator Boots  
Turn Heads  
Power Shovels  
Grain Conveyors

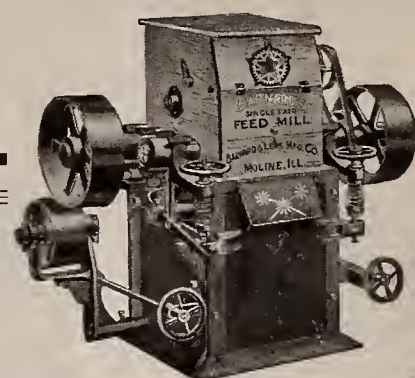
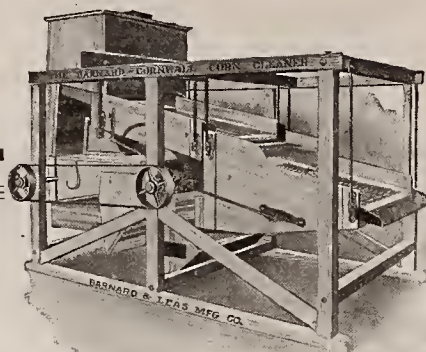
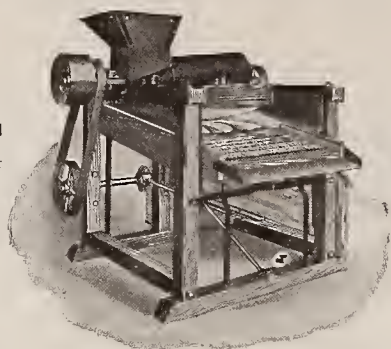
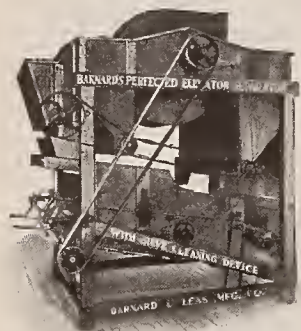
Belting  
Feed Gates  
Distributors  
Manlifts  
Car Loading Spouts  
Car Pullers  
Iron Pulleys

Elevator Heads  
Idlers  
Trippers  
Post Hangers  
Pillow Blocks  
Shafting

**UNION IRON WORKS**  
DECATUR : : ILLINOIS

Write for Catalog No. 27





SAVE TIME AND MONEY! BUY YOUR

# Grain Elevator, Corn and Feed Mill, Conveying and Power Transmission Machinery

DIRECT FROM THE MANUFACTURER

Attrition Feed Mills  
Buhr Feed Mills  
Corn Shellers  
Corn Cleaners  
Dust Collectors  
Ear Corn Crushers  
Employs Elevators  
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Feed Packers  
Feed Screens  
Grain Dryers  
Grain Scourers  
Grain Separators  
Grain Sieves  
Man Lifts  
Magnetic Separators  
Meal Sifters  
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Automatic Grain Scales  
Belting, all kinds  
Belt Supplies  
Belt Conveyors  
Car Pullers  
Conveyor Parts  
Distributing Spouts  
Elevator Supplies  
Grain Samplers  
Grain Testers  
Hopper Scales  
Loading Spouts  
Perforated Metals  
Power Grain Shovels  
Steel Conveyors  
Steel Grain Scoops  
Turn Heads  
Wagon & Truck Dumps  
Wheat Steamers

Bearings, all kinds  
Belt Idlers  
Belt Tighteners  
Cast Iron Pulleys  
Couplings, all kinds  
Drop Hangers  
Friction Clutches  
Gearing, all kinds  
Link-Belt  
Manila Rope  
Pillow Blocks  
Post Hangers  
Rope Sheaves  
Safety Set Collars  
Sprocket Wheels  
Steel Shafting  
Tension Carriages  
Wire Rope  
Wood Split Pulleys

Let Us Quote on Your Requirements



## BARNARD & LEAS MFG. CO.

MILL BUILDERS AND  
MILL FURNISHERS

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.





# WELLER EQUIPMENT

## *The Better Kind of Grain Handling Machinery*

Installed in your elevator will help you to operate at full capacity. Frequent shut downs and waiting for repairs dissipate your profit. Weller Made Machinery is made by men who know its application and the conditions under which it is to operate—it proves its merit because quality is built into it.

You owe it to yourself when building or making repairs to get our prices.



WELLER BELT CONVEYORS AND TRIPPERS

### *We make a complete line of:*

Apron Conveyors	Elevator Spouts
Belt Conveyors	Loading Spouts
Drag Conveyors	Dock Spouts
Pan Conveyors	Chain
Mixing Conveyors	Grain Cleaners
Spiral Conveyors	Grain Driers
Trippers	Truck Dumps
Bucket Elevators	Wagon Dumps
Elevator Buckets	Track Hoppers
Elevator Boots	Power Shovels
Elevator Casing	Car Pullers
Elevator Heads	Rope Drives
Sack Elevators	Gears

Power Transmitting Machinery  
Coal and Ash Handling Machinery



## CATALOGUES

Tell us the kind of equipment you are interested in. Catalogue showing illustrations also giving data that will help in making your selection will be sent. Experienced engineers are also at your service.



## SAVES \$3408 A YEAR

### HANDLING COAL WITH WELLER MADE EQUIPMENT

M. J. Cahill & Co., Boston, Mass., says:—

Our Weller Bucket Elevator has proved the finest system of handling our coal. With this equipment we unload a 50-ton car in less than two hours; in the past month and a half it has handled 50 cars of coal and on the average it will handle about 12,000 tons or 240 cars a year.

Coal arrives at our yard in hopper-bottom cars, from which it is dropped into a hopper beneath the track. From this hopper it is fed by a reciprocating feeder into a boot—and the Weller Buckets turn into this boot, take the coal out and elevate it about 35 feet to a trough from which it goes to various bins through 5 chutes. This system causes no breakage of coal, and we handle nut, egg, stove, soft, and pea coal.

Formerly, we used a portable belt conveyor. This method necessitated loading our wagons by hand and required trimming at the bin, both running into considerable expense. In fact, our figures show a cost of \$19.20 a car or \$0.3840 per ton for handling with the belt conveyor, while with our Weller System our cost is only \$5.00 per car or \$0.10 per ton. A saving each year as a result of the Weller installation of \$3,408. No trimming is necessary with this equipment.

Our Weller Bucket Elevator has been satisfactory in every way. It has given no trouble—and the dealer service could not be improved. It is economical to operate and the machine is constructed of heavy material that wears. Everything is sturdy and well built.

IF YOU HAVE A COAL OR MATERIAL HANDLING PROBLEM, WRITE US

# WELLER MFG. CO.

Main Office and Works,

1820-1856 N. Kostner Ave.

Chicago, Ill.

SALES OFFICES:

NEW YORK

BOSTON

BALTIMORE

PITTSBURGH

CLEVELAND

SALT LAKE CITY

SAN FRANCISCO



# Indianapolis—Your Market

Indianapolis is known as the largest inland railroad city in the country and is the natural destination for shipments of grain from Indiana, Illinois, Ohio, Michigan, Wisconsin and states adjoining.

Its geographical location together with its railroads radiating to all sections of the country, makes it a logical outlet and distributing point to the East, South and Southeast.

These splendid railroad facilities assure quick handling of shipments with prompt returns on same.

Indianapolis also takes a natural



The Indianapolis Board of Trade

pride in having the largest corn mills in the country which, together with its flour mills and vast array of manufacturing industries, creates an exceedingly large local consumption of wheat, corn, oats, rye and hay annually.

This local and foreign demand makes for top prices on all shipments.

The market's adequate weighing facilities, its efficient inspection department, and increased elevator storage and drying equipment makes Indianapolis more and more important each season as a market for shippers and buyers of grain, hay and feeds.

*Route your grain and hay to any of the following firms, all devoted to your interests and all members of the*

## INDIANAPOLIS BOARD OF TRADE

BINGHAM GRAIN COMPANY, Grain Merchants

CLEVELAND GRAIN & MILLING CO., Grain Commission

P. M. GALE GRAIN CO., Grain, Feed

H. E. KINNEY GRAIN CO., Receivers and Shippers

BERT A. BOYD GRAIN CO., Grain Commission

THE EARLY & DANIEL CO., Grain Commission Merchants and Buyers

LAMSON BROS. & CO., Grain, Seeds

LEW HILL GRAIN CO., Strictly Commission

McCARDLE-BLACK CO., Grain Commission and Futures

HEINMILLER GRAIN CO., Receivers and Shippers

FRANK A. WITT, Grain Commission and Brokerage

URMSTON GRAIN & SEED CO., Grain and Seeds



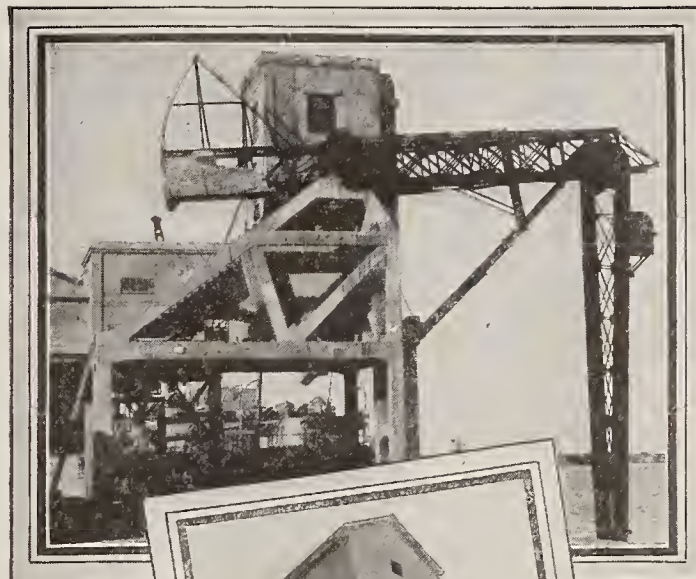
## WEBSTER MARINE LEGS

WEBSTER MARINE LEGS are the most successful form of installation for efficiently handling the grain from the ship hold to the elevator with the greatest facility. They are sturdily built and mechanically correct in design, thus insuring years of reliable and dependable service.

The extensive operation of Webster Marine Legs in some of the largest grain elevators in the United States, Canada, and foreign countries, proves their adaptability.

Webster Grain Handling Equipment, not only includes marine legs, but a complete line of equipment: Belt Conveyors; Trippers; Elevators; Buckets; Power Transportation Machinery; Loading Hoppers; Power Shovels; Spouting, etc.

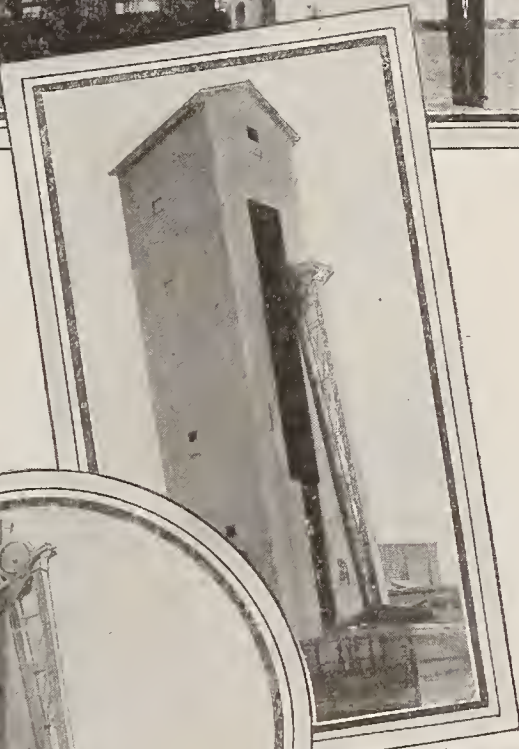
Let Webster Engineers give you the benefit of their experience.



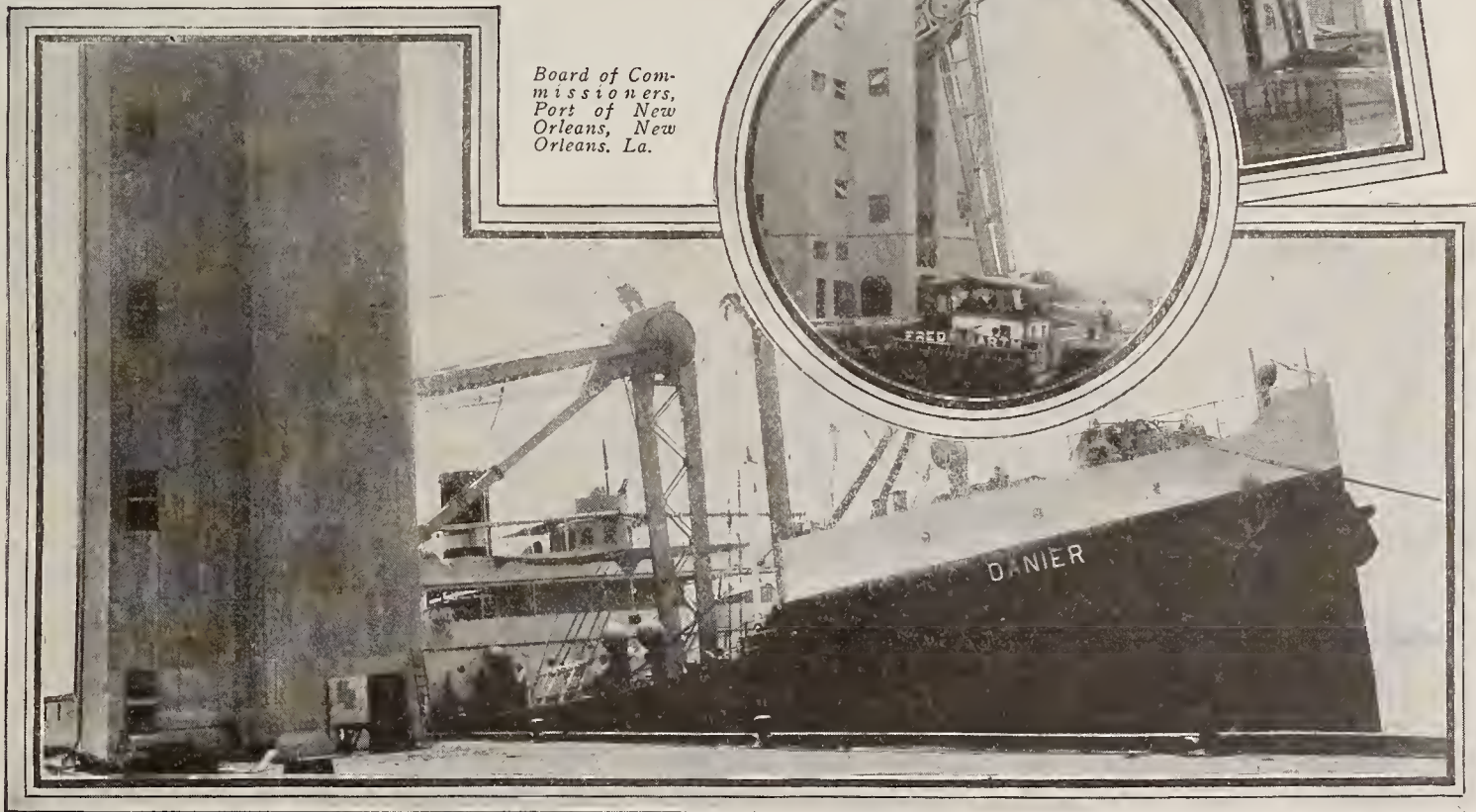
*Sociedade Anonima  
Grandes Moinhos,  
Pernambuco, Brazil*

*Corn Products  
Refining Co.,  
Edgewater, N. J.*

*New York  
Barge Canal  
Elevator, Go-  
wanus Bay,  
Brooklyn, N. Y.*



*Board of Com-  
missioners,  
Port of New  
Orleans, New  
Orleans, La.*



# THE WEBSTER MFG. COMPANY

## 4500-4560 CORTLAND ST. CHICAGO

Factories-Tiffin, O. and Chicago - Sales Offices in Principal Cities



# CINNATI

## THE GATEWAY TO THE SOUTH AND EAST

Has the "square deal" plugging system for hay.

Has reconsignment and transit privileges and other favorable points which insures most successful handling of grain or hay shipments.



Home of the Cincinnati Grain and Hay Exchange

Is the terminal point for 200,000 miles of railways and therefore a convenient shipping point for the country dealer, and local buyers are enabled to distribute all products quickly and to best advantage. Has weighing and inspection service second to none and up-to-date grain and hay merchants constantly safeguarding their patrons' interests.

Those are just a few of the reasons why you should ship your Grain and Hay to Cincinnati. Ship to any of the following responsible grain and hay firms, all members of the

## Cincinnati Grain & Hay Exchange

DE MOLET GRAIN CO., Grain and Hay

CLEVELAND GRAIN & MILLING CO.,  
Grain

CURRUS GRAIN CO., Grain and Hay

MUTUAL COMMISSION COMPANY,  
Strictly Commission

EARLY & DANIEL CO., Hay, Grain, Feed

FITZGERALD BROS. CO., Grain and Hay

THE McQUILLAN CO., Grain, Hay, Feeds

SCHOLL GRAIN CO., Grain Exclusively

PERIN, BROUSE, SKIDMORE GRAIN &  
MILLING CO., Grain, Hay, Feed





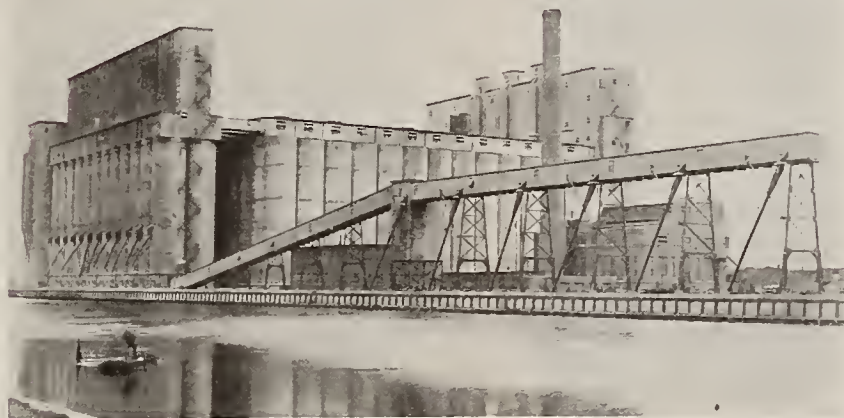
Manchester Ship Canal Elevator  
Manchester, England  
Capacity 1,500,000 Bushels  
Completed 1914



Buenos Aires Elevator Co.  
Buenos Aires, Argentina  
Capacity 750,000 Bushels  
Completed 1920



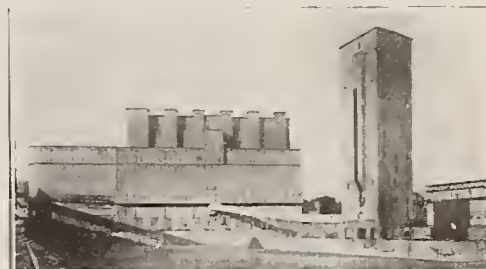
## John S. Metcalf Co. Grain Elevator Engineers



Chicago & North Western Railway Elevator  
South Chicago, Illinois  
Capacity 10,000,000 Bushels  
Completed 1920

### OFFICES:

Chicago, Illinois, - - - 108 S. La Salle Street  
Montreal, Canada, - 54 St. Francois Xavier Street  
Melbourne, Australia, - - 395 Collins Street  
Buenos Aires, Argentina, S. A., 639 Calle Maipu



Harbour Commissioners Elevator No. 2  
Montreal, Quebec  
Capacity 2,600,000 Bushels  
Completed 1912



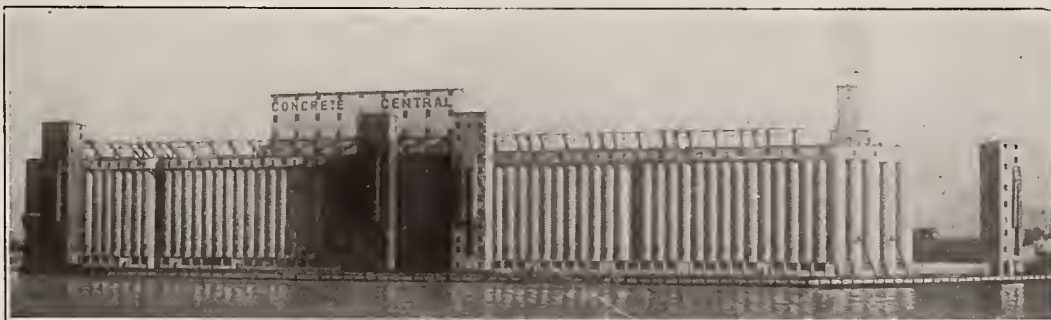
Sydney Terminal Elevator  
Sydney, Australia  
Capacity 6,400,000 Bushels  
Completed 1921



## MONARCH

Built Elevators  
Assure You  
Economical Design  
First Class Work  
Efficient Operation  
and  
Satisfaction  
Let Us Submit  
Designs and Prices

One of the Modern Houses Which Has Made a Record  
for Rapid and Economical Handling  
CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.



MONARCH ENGINEERING CO. - - - BUFFALO, N. Y.



## The Barnett & Record Company

### GENERAL CONTRACTORS

Designers and Builders of

Grain Elevators, Flour Mills and Heavy Structures

Reinforced Concrete and Steel Ore Dock constructed at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

Write for Designs and Estimates

OFFICES:

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Duluth, Minn.

Fort William, Ontario



## MACDONALD ENGINEERING CO.

CONSTRUCTING ENGINEERS

New York Chicago San Francisco  
90 West St. 53 W. Jackson Blvd. 149 California St.

DESIGNERS AND BUILDERS  
OF

GRAIN ELEVATORS, FLOUR MILLS, WAREHOUSES,  
COLD STORAGE PLANTS, COAL STORAGE, ETC.

SEND US YOUR INQUIRIES



400,000-BUSHEL ELEVATOR

BUILT FOR

POSTUM CEREAL CO., BATTLE CREEK, MICH.

"THERE'S A REASON"

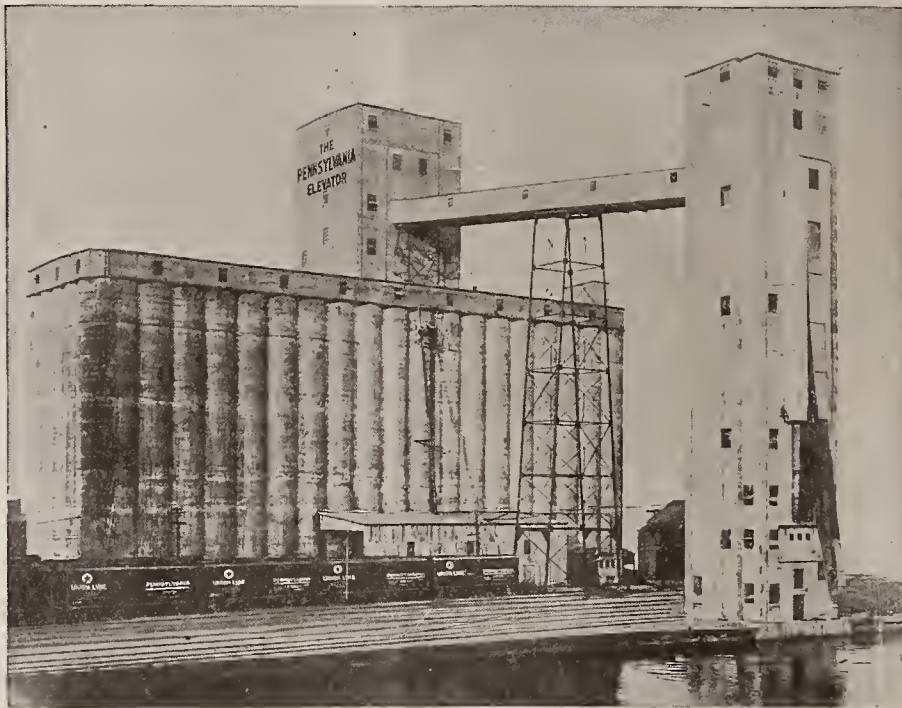
## FOLWELL-AHLISKOG CO.

Engineers and Contractors

*Designers and Builders*

OF

Grain Elevators, Flour Mills, Industrial Plants, and other  
Engineering Works



PENNSYLVANIA RAILROAD COMPANY ELEVATOR, ERIE, PA.

1,250,000-bushel Concrete Workinghouse and 25,000-bushel Marine  
Tower. Reinforced Concrete. Latest improvements. Write us for  
designs and estimates.

323 N. MICHIGAN AVE., CHICAGO, ILL.

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37 So. Wabash Ave., Chicago

DESIGNERS AND CONSTRUCTORS

51 Maiden Lane, New York, N. Y.



BUILT IN 1920

MEMPHIS, TENN., PLANT OF THE QUAKER OATS COMPANY

WE INVITE YOUR INQUIRIES

## FEGLER CONSTRUCTION CO., LIMITED

ENGINEERS—CONTRACTORS

GENERAL  
OFFICES:

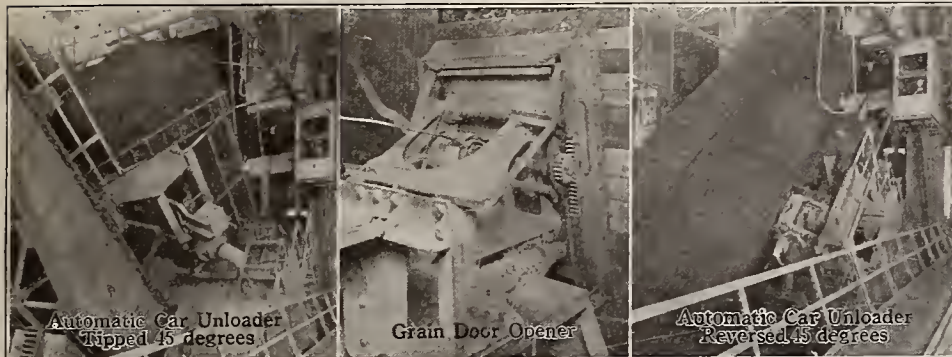
MINNEAPOLIS AND FORT WILLIAM



**SPECIALIZING** in the construction of fire-proof grain elevators of advanced  
design. We are prepared to build anywhere. The following are now building:

STATE OF NEW YORK—BROOKLYN, 2,000,000 BU. ELEVATOR AND SHIPPING GALLERIES. (ILLUSTRATION.)  
STATE OF NORTH DAKOTA—GRAND FORKS, 2,000,000 BU. ELEVATOR AND 3,000 BBL. MILL.  
ARCHER DANIELS LINSEED CO., BUFFALO, 3/4 MILLION BU. ELEVATOR AND A REAL MARINE TOWER.  
PILLSBURY FLOUR MILLS CO., ATCHISON, KAN., 3/4 MILLION BU.—FINEST MILLING ELEVATOR IN AMERICA.  
N. M. PATERSON & CO., LTD., FORT WILLIAM, ONT., 3/4 MILLION BU. STORAGE.





Automatic Car Unloader  
Tipped 45 degrees

Grain Door Opener

Automatic Car Unloader  
Reversed 45 degrees

Pennsylvania R. R.  
21st. Century Elevator  
Baltimore



## JAMES STEWART & COMPANY, Inc.

1210 Fisher Bldg.  
Chicago, Ill.

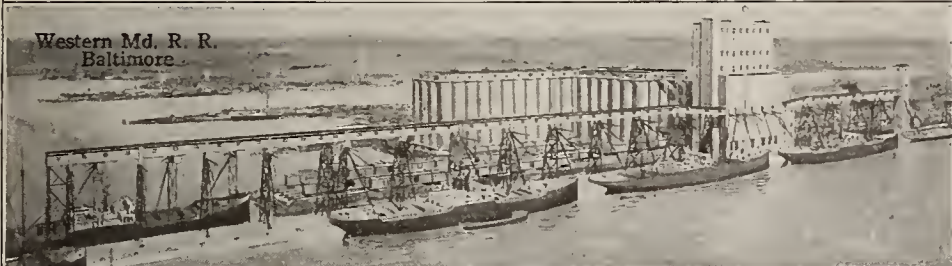
Designers and Builders  
Grain Elevators

W. R. SINKS  
Manager

*In all parts of the world*

*Every day in every way we are designing and building better and better Grain Elevators.*

*We have built for many of your friends—Eventually we will build for you. Why not now?*



Western Md. R. R.  
Baltimore

Washburn Crosby  
Minneapolis

Valier Spies Mfg. Co.  
St. Louis

Southern Pacific  
Galveston



Grand Trunk Pac.  
Ft. William, Can.

## L. A. STINSON CO.

*Engineers and General Contractors*

ELEVATORS, MILLS AND WAREHOUSES  
COMPLETE

National Life Building

Chicago, Ill.

*General Overhauling and Improvements*

## P. F. McALLISTER & CO.

CONTRACTORS - DESIGNERS

Grain Elevators

Ear-Corn Plants

COMPLETE

Locust Street Viaduct

Bloomington, Ill.

## TOWNSEND B. SMITH

Designer and Builder  
of

Grain Elevators

DECATUR, ILL.

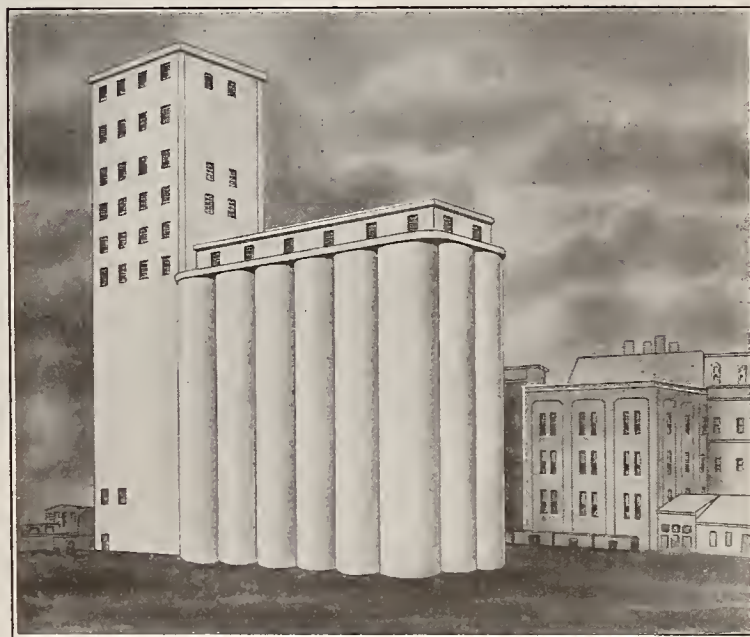
## R. C. Stone Engineering Co.

320 Merchants Exchange Bldg., St. Louis, Mo.

DESIGNERS & BUILDERS

of

Grain Elevators, Flouring Mills, Feed Mills, Warehouses,  
Cold Storage Plants, and other similar structures



500,000 bu. capacity built for Kehlor Flour Mills Co., St. Louis, Mo.

We are Experts. We are at your service. We make a specialty of re-inforced concrete construction.

Have recently designed and patented some valuable improvements in grain elevators, which will interest you.

Correspondence solicited.

## GRAIN STORAGE

Plan your building now,  
Build it in early spring.

The secret of getting a first class building and getting it at the lowest cost is to plan it through the winter months and to start building before the big rush of summer work starts.

A grain storage built this way is always ready in plenty of time for the new crop and costs are not increased by rush work.

Write Us for Free Sketch Plans and Estimates

## THE SPENCER CONSTRUCTION Co.

*Specialists in the erection of Grain Elevators, Flour and Feed Mills, Warehouses.*

Garrett Building

Baltimore, Md.



BALTIMORE, MD.  
HORN & HORN BLDG.  
Telephone Plaza 3722

## THE M. A. LONG CO. ENGINEERS AND CONSTRUCTORS GRAIN ELEVATOR DEPARTMENT

NEW YORK, N. Y.  
30 CHURCH ST.  
Telephone Cortlandt 181

GRAIN ELEVATORS  
FLOUR MILLS  
STORAGE BINS and TANKS

ANY TYPE OF CONSTRUCTION



STORAGE FOR SECURITY CEMENT & LIME CO.,  
SECURITY, MD.

CONSULTING  
DESIGNING  
CONSTRUCTING

BUILDINGS AND COMPLETE MACHINERY  
INSTALLATIONS AND EQUIPMENTS

## THE POLK SYSTEM

All-steel machines for all kinds of  
CIRCULAR CONCRETE CONSTRUCTION

We contract grain storages, water  
towers and coal pockets.

### Polk-Genung-Polk Company

521 Occidental Bldg.,  
Indianapolis, Ind.

Fort Branch,  
Indiana

## Reliance Construction Company

Furnish Plans, Estimates and Build  
COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an  
up-to-date house. Write today.

Board of Trade Building,

INDIANAPOLIS, IND.

## Burrell Engineering & Construction Co.

Designers of Grain Elevators, Flour  
Mills and Associated Buildings

327 South La Salle Street

Chicago, Ill.

J. C. BLAYLOCK, President H. S. KNAPP, Secy. and Treas.

## BLAYLOCK & KNAPP

owners of the

Lake View Iron Works

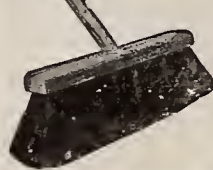
1226-1236 School Street

Fabricators of All Classes of Steel and Iron

*We specialize in steel for grain elevator construction work.*

General Offices: 53 W. Jackson Blvd., Chicago, Ill.

### THE "STAR" WAREHOUSE BRUSH for Sweeping Grain from Cars



We would like to ship  
you a dozen of these  
on trial for 60 days.  
No charge unless the  
brush proves satisfac-  
tory. Send no money  
—write today. Guar-  
anteed to outwear 5  
brooms each. Used  
by leading terminal elevators.

\$16.00 per doz. F. O. B. Minneapolis

Flour City Brush Co.

422 So. 4th St., Minneapolis, Minn.

### MILLING KINKS

Contains a further selection of the more  
recent wrinkles published in the AMERICAN  
MILLER, each fully described and illustrated.  
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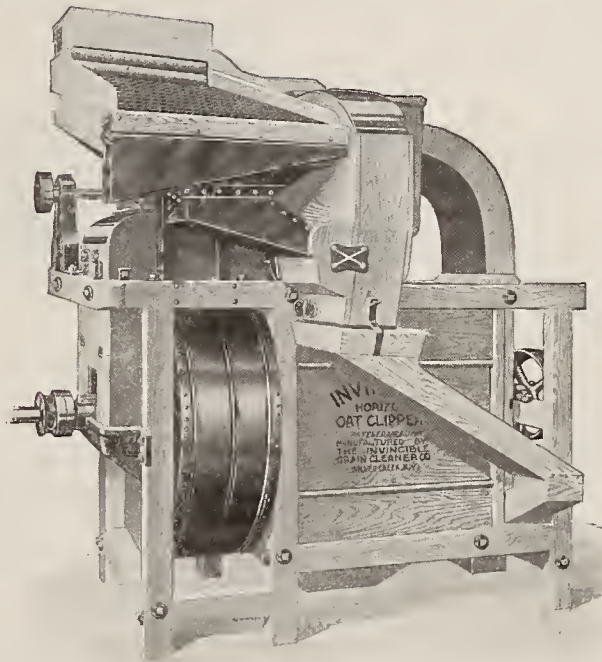
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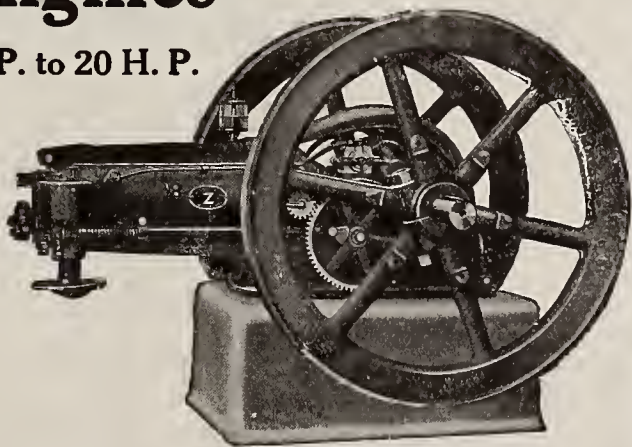


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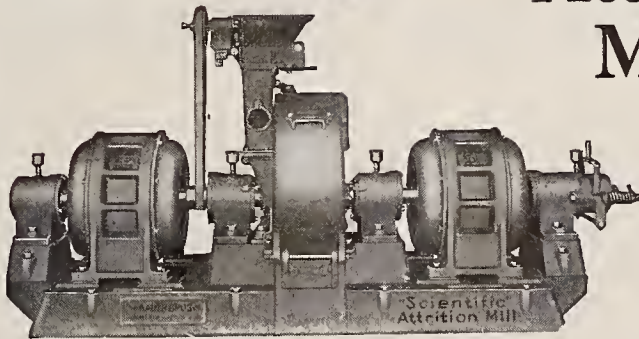
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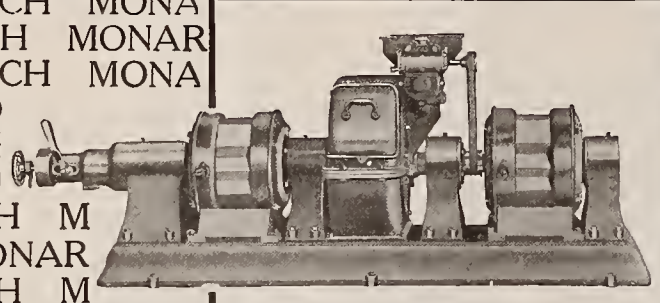
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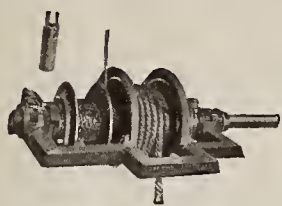
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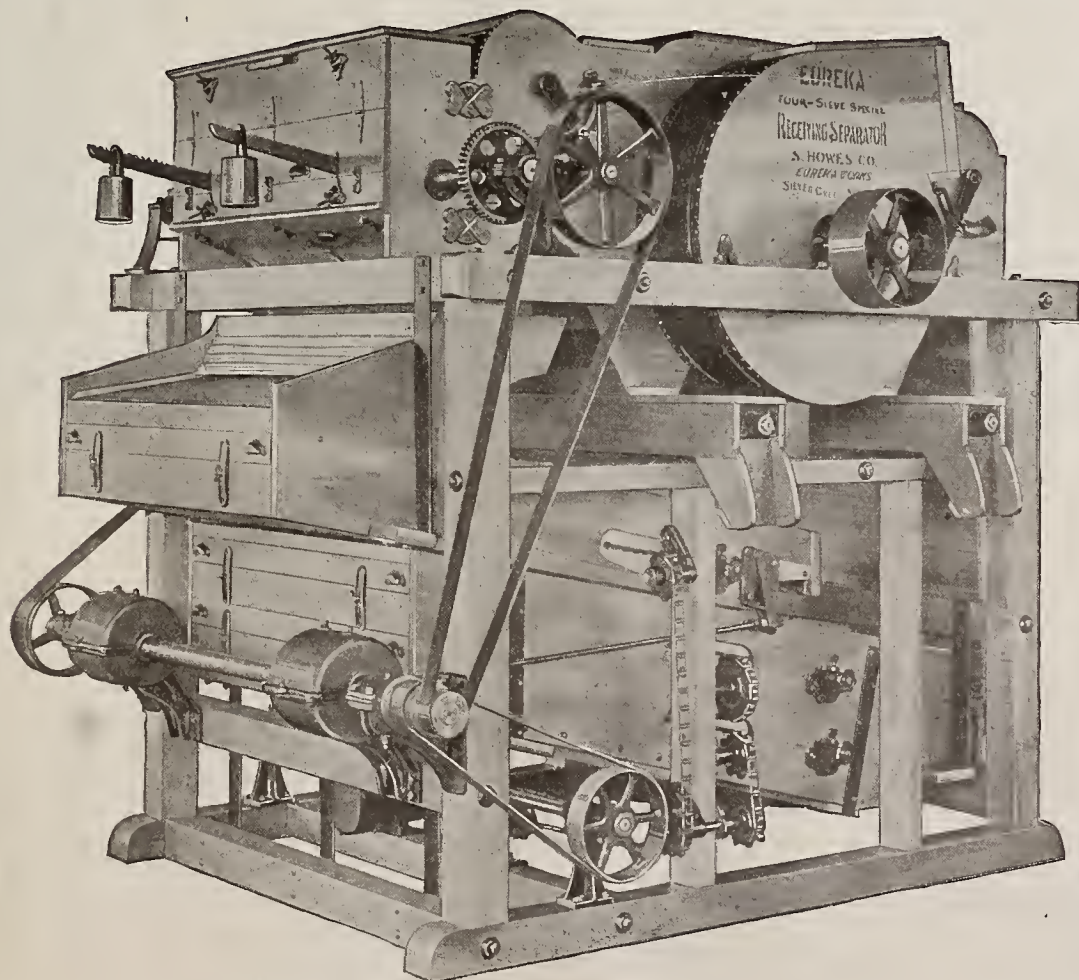
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## CLEAN WHEAT WOULD SAVE 14,000 CARS



Washington, Dec. 22.—Shipment of clean wheat to markets by farmers and country elevators would go a great way toward reducing car shortage and effect large savings in the cost of transportation of the grain, Robert H. Black, in charge of the department of agriculture's grain cleaning investigations, said today.

During the 1920-21 crop year dockage or foreign material in wheat shipped to market was so great, he declared, that more than 14,000 more freight cars were required to haul it to market than would have been necessary had clean wheat been shipped.

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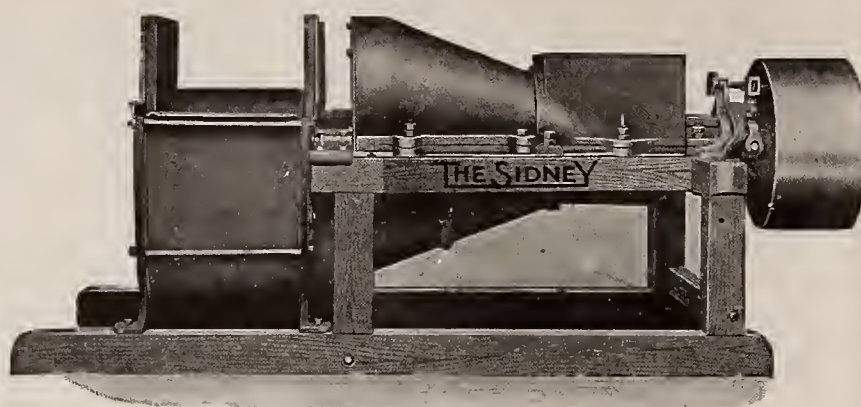
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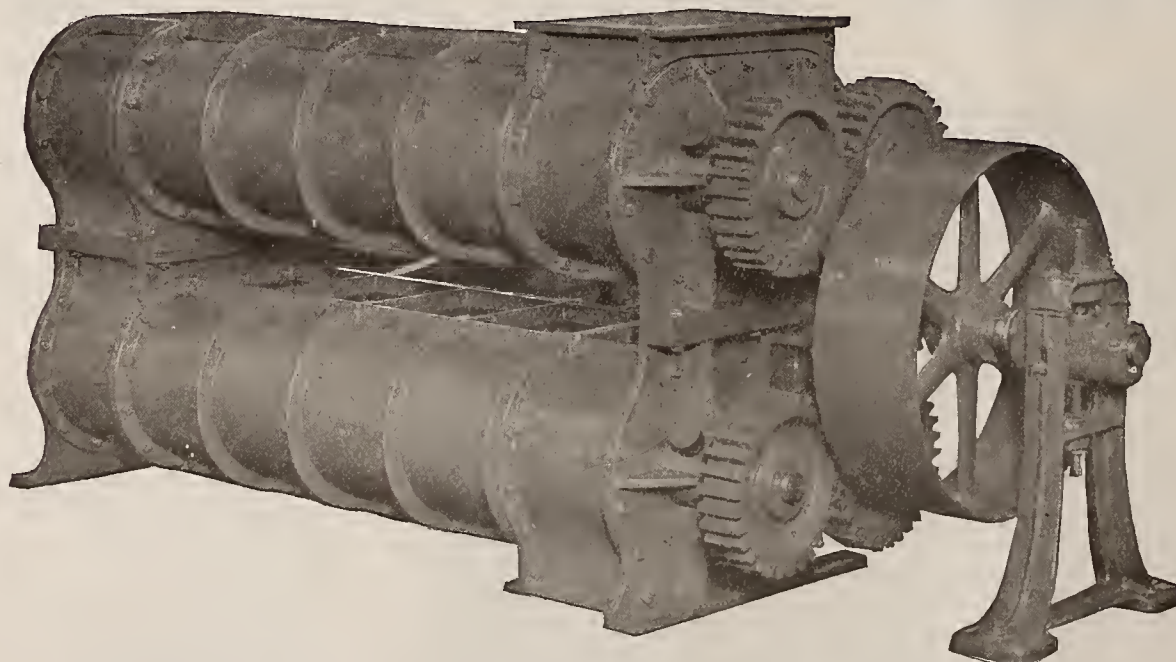
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## Morse Chain Drives Prove Worth in Mammoth Plant

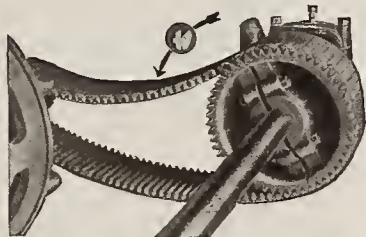
Reconstructed Northwestern Elevator at Chicago Profits by Experience—Entire Elevator now in Operation with More Morse Drives Than in Original Installation

**A**FTER three years of constant operation you can draw accurate conclusions as to the efficiency and dependability of your power transmission. The Chicago & Northwestern Elevator at Chicago, operated by the Armour Grain Company, was built in 1917 with a capacity of over 6,000,000 bushels. It was equipped throughout with Morse Silent Chain Drives, a total of 7,385 horsepower largely delivered from motors through chains. In the spring of 1921 the greater part of the elevator was wrecked by a dust explosion, one of the most severe in the annals of the grain industry. The plant was rebuilt and finally has been again put in complete operation. In every case we find that the Morse Drives were replaced by others of like make and design, although in other respects there were important changes in both equipment and design of the plant.

If there is one grain company in the country which knows what it is about at all times and in all particulars, the trade would concede that the Armour Grain Company is that concern. It makes it a business to know how every part of its equipment is functioning, and it would not tolerate for a minute any evidence of waste, any lack of full compliance with its specifications, or any sign of weakness or inefficiency. It is significant then that the Morse Chain Drives were replaced; it is an endorsement by one of the largest and most experienced operating grain firms in the world, and

dust-proof housings, which are very easily opened.

The designs for the original house were made by the John S. Metcalf Company, who also drew the plans for rebuilding the house after the explosion. The Witherspoon-Englar Company handled both construction jobs. The working house on the land side has a capacity of 931,000 bushels; the river house holds 778,000 bushels; and the reconstructed storage tanks 7,747,000 bushels, a total of nearly 10,000,000 bushels. The working house has six



DETAILS OF A MORSE CHAIN DRIVE

receiving legs, six shipping legs, four screening legs, six drier legs and three bleacher legs. The river house, where shipments by boat are handled, has six shipping legs and a marine leg.

The track shed is 180 feet long and covers five tracks. There are 24 receiving sinks and that many cars can unload at one time. The drier building contains six Hess and six Ellis Driers, the total drying capacity being 9,000 bushels per hour.

In the rebuilding of the house, particular care

of the plant are new, the concrete being replaced by tile on steel framing. The working house contains 38 elevator legs, the six receiving legs handling the grain from the 36-inch receiving conveyors. There are 167 bins in this unit, while the total number of bins in the whole plant is about 600.

To describe in full the working of the plant, the extensive power plant with its Westinghouse Turbo-Generators and seven 500-horsepower water-tube boilers; the two story welfare building, 82x65 feet in size which is maintained only for the comfort and pleasure of employes; the two-story office building; the well equipped shop which takes care of all ordinary repairs; and the dust house, which, by the irony of fate, was the only building that escaped unscathed from the explosion, would fill pages; indeed most readers of this journal are familiar with them.

The equipment of the cleaning department is wonderfully complete. There are four Double Carter Disc Separators; Six Invincible Needle Machines and four 48-inch Separators; 10 No. 11 Style C Monitors for wheat; two No. 11 Style B Monitors for barley; and 20 No. 11 Monitor Oat Clippers. Zeleny Thermometers are installed in every bin, and Webster machinery conveys all the grains.

The great handling capacity of the house is one of its most interesting features. It can receive grain from cars at the rate of 36 car loads per hour,



RECONSTRUCTED AND ENLARGED NORTHWESTERN ELEVATOR AT CHICAGO

a tribute to the work performed by these drives in one of the finest elevators ever constructed.

In rebuilding the plant somewhat greater use was made of the Morse Drive, some of the original belted drives being replaced by the chain. There are now 62 chain drives in use in the elevator, ranging in size from 60 to 7½ horsepower. The largest drives are the two 60-horsepower driving the dust collector fans; the smallest are the four 7½-horsepower on some of the short conveyors. There are 26 50-horsepower drives on other belt conveyors; three of 40 horsepower; one 15 horsepower; six of 10 horsepower; six 35-horsepower chains drive the drier fans with six of 20 horsepower; one 25 horsepower drives a dust collector fan; five of 20 horsepower and two of 15 horsepower drive screw conveyors. All the drives are inclosed in

was taken with the dust collecting system, a complete new system with 38 cyclone collectors being installed, as well as a pneumatic wall and floor sweeping system with 408 outlets for attaching flexible hose.

The working house occupies a ground space of 285x77 feet and is 192. The first story columns are built of steel and encased in concrete. The bin girders and bin walls are of reinforced concrete, the bins having walls seven inches thick and spaced in general on 15-foot centers. The bin walls are 74 feet deep. All of the upper workings

and from boats at the rate of 20,000 bushels per hour. Grain can be loaded into cars at the rate of 75,000 bushels per hour, and from the river house into boats at the rate of 467,000 bushels an hour. The in and out handling capacity is about 5,000,000 bushels per day. Of course this is dependent on transmission reliability, and it was for this reason that Morse Silent Chain Drives from such an important element in the equipment of the house.

When the developments of Calumet Harbor at Chicago are completed the lake tonnage will doubtless be considerably increased. More demands will be made on the handling capacity of the elevator but the dependability of the Morse Drives will insure that the demands will be met however great the pressure, and that the regular flow of grain through the house will not be interrupted.



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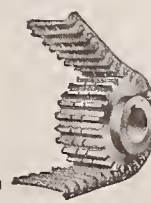
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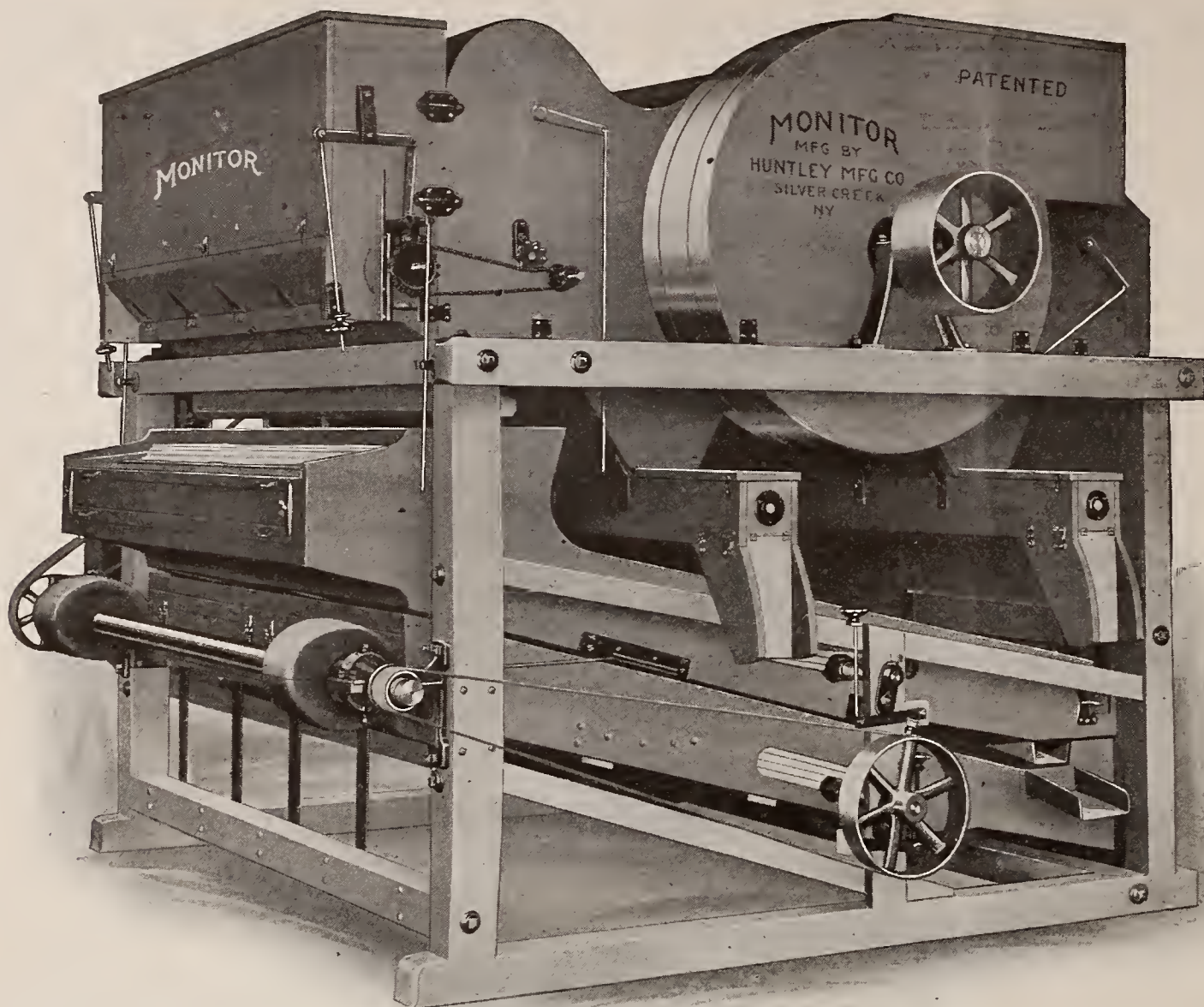
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The Sask. Co-Operative Elevator Co. have ordered and will place in the new grain plant they are erecting at Port Arthur, Ontario, Canada, the above line of MONITOR Cleaners. In addition, they will place two No. 9 A MONITOR Screenings Separators.

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VOL. XLI

CHICAGO, ILLINOIS, FEBRUARY 15, 1923

NO. 8

## New Storage Facilities at Port Arthur, Ont.

Large Addition to Richardson Elevator Storage Brings the Capacity of that House to 3,500,000 Bushels, with Exceptional Facilities for Rapid Handling of Grain

THE completion and opening of the new storage annex to the Richardson Elevator at Port Arthur, Ont., not only increases the capacity from 2,000,000 to 3,500,000 bushels, but is the second largest of the year's additions which have boosted the Canadian Head of the Lakes to top place in storage capacity of the world's grain centers. The Richardson Elevator is the property of the large and old-established firm of Jas. Richardson & Sons, Ltd., and is one of the subsidiary companies of the organization—the Eastern Terminal Elevator Company, Ltd. The company was founded in 1857 by the late James Richardson of Kingston, and carried on by his sons; the development of the grain and elevator business of the firm

company, at which grain is purchased from the producer in competition with other firms or handled for his account on a commission basis. Private wire connections from coast to coast in Canada facilitate the successful conduct of the business on a highly efficient basis.

The elevator at Port Arthur is situated on the shores of Thunder Bay, Lake Superior, immediately south of the Saskatchewan Co-operative plant. Two railways, the Canadian Pacific and Canadian National Railways, serve the elevators over short spurs from the main lines which are quite close to the sites. The original building, comprising working house and storage annex, track shed, drier and boiler houses, office building and transformer

result is a plant capable of unloading up to 40,000 bushels per hour and shipping 50,000 bushels per hour on vessels simultaneously. This is possible only by the arrangement of the storage annex which is fed by three lines of 40-inch conveyor belting and the emptying for shipment on to three similar conveyors; the receiving legs being served by conveyors at right angles to those from the storage annex. Shipments are spouted direct from the scale hoppers to the 10 lake shipping bins, thus avoiding the use of conveyors. Electric power is used throughout, furnished through the city by the hydro-electric development of Nipigon River water-power, received and transformed in the transformer house located between the working-house and stor-



RICHARDSON ELEVATOR, PORT ARTHUR, ONT., WITH NEW 1,500,000-BUSHEL STORAGE ANNEX

has kept pace fully with the growth of Canada as a grain producer and exporter. The elevators at Kingston were among the first erected for the handling of grain shipped by the great lakes and St. Lawrence River route, and as export business developed branch offices were opened at Montreal which still remain the headquarters of that section of the firm's activities. With the growth of grain production of the prairie provinces offices were opened in Winnipeg, Fort William, Calgary, Saskatoon and Vancouver; in Eastern Canada at Toronto and Quebec and in this country at Chicago and New York. Through these the firm conducts its large grain marketing business while throughout the prairie provinces are scattered 140 country elevators, owned and operated by a subsidiary

house, were completed in 1918 by the Barnett, McQueen Company, Ltd. The elevator occupies the south side of the large water lot. Trackage and the elevator track shed are immediately behind leaving ample room for future developments on the north side, while still another addition, similar to the one completed and opened last fall is provided for on the east end of the south frontage.

The facilities with which this elevator is equipped place it entirely in a class by itself. Not only is everything the most modern that science and practical experience can devise, but no pains have been spared in the effort to attain speed in handling, and at the same time, permit of future extension of the storage capacity without re-arrangement of any part of machinery or conveyors. The

age annex. Besides efficiency in the handling of the grain the greatest care has been taken in providing for the comfort of the men. In the track shed, where those immediately concerned in handling the cars are exposed to all the bitterness of the keen cold winds in winter, a large room has been provided where the men can take shelter in comfort when not actively engaged. The office building is a model in this regard, as therein can be seen all the most modern comforts to be found anywhere. A complete set of lunch, rest and dressing rooms with lockers, lavatories, wash and bath rooms are there for the use of the men, with separate similar accommodation for the office staff. In the main offices the private wire connection, a complete telephone switchboard, set of signals and



fireproof vault are located; while the replacement of woodwork by steel in trim and casings can hardly be detected owing to the clever manner in which steel has been finished to imitate oak. The flooring and staircase however, are of the finest oak so that furniture, trim and woodwork all match perfectly. In this building are also the offices of the superintendent, the manager and the foreman. As in the main office all private offices have telephone and signal connections to all parts of the building. Close to the track shed is the office of the bin floor boss with a complete chart of the house in front of him and a set of electric signals and telephones to various parts of the building. In the basement is a fully equipped machine shop with full tools and equipment for immediate repairs and replacements usually handled in such a shop. Besides the usual long flight of stairs from ground floor to roof, there is a large Otis-Fensom Passenger Elevator in the working-house. A man hoist is used when sounding bins, as all are covered except when opened to receive grain, a feature of more modern elevator construction which assists in the elimination of flying dust and consequent hazards.

The working house is 78 feet, 4 inches wide, 158 feet, 4 inches long, and 182 feet 2½ inches high. The storage in the working house is divided in four rows of circular bins 10 in a row, one row of 9 bins, and interstices. Ten shipping bins of 4,400 bushels' capacity discharge to steamers through five shipping spouts. The total capacity of this unit is 500,000 bushels.

The conveying equipment consists of three receiving legs, each with a double tier of buckets, 8x8x14 inches in size; three shipping legs similarly equipped; and four cleaner legs with a single line of buckets of the same size; one flaxseed leg; one 2-compartment screenings leg with two lines of 8x8x12-inch buckets; and one drier leg. In the basement are three 40-inch receiving belts in track shed under the tracks; three 40-inch shipping belts from storage annex under the bins; three 40-inch transfer belts to storage annex on the bin floor; one 40-inch reversible belt in the cupola; two 24-inch screenings conveyor belts; one 30-inch belt from drier; one 9-inch left hand screw conveyor; one 8-inch screw conveyor in the basement.

The transmission in the house is interesting as it has been worked out with great care. There are 25 leather belt drives, transmission operating ropes to wire cables; 45 Morse Silent Chain Drives. There are 57 motors, with a total of 2,000 horsepower, the elevating legs taking 1,300 horsepower, driven by rope drives, but connected to motors by Morse Chains. The dust collecting system, which is very complete, is motivated by one 60-inch fan, direct connected, at 690 revolutions per minute; and one 30-inch fan at 1,740 revolutions also direct connected. There is also a complete compressed air system.

The cleaning machinery consists of 12 Monitor 10B Receiving Separators and four 9B Separators; two Monitor 972 Northwestern Separators; two Monitor 8A Flaxseed Separators, One Monitor Oats Clipper; two Monitor Screenings Separators; two spiral mustard separators; two Richardson No. 7 48-inch apron Wheat and Oats Separators; one Carter Disc Separator with a double deck. There are seven 2,000-bushel scales with large hoppers for the weighing.

The storage annex, part of which is new, is practically one unit consisting of four rows of circular tanks, 20 in each of three rows and two left out of the remaining row to make room for a marine tower; two small-section bins and a special large shipping bin of 12,400 bushels capacity, with a boat spout. The height of the tanks is 92 feet, the overhead gallery is 10 feet high and the basement 11 feet 2½ inches, or 113 feet 2½ inches over all. All of the circular tanks are 23 feet, 2 inches in diameter, and the total capacity of storage annex is 3,000,000 bushels. The marine leg has a capacity of 15,000 bushels per hour. Power in the annex is furnished by four motors with a total of 145 horsepower, all transmitted by Morse Chain Drives.

The drier house is equipped with a 1,000-bushel

Morris Drier, in two sections of 500 bushels each. It is operated by two motors of 45 horsepower, connected by Morse Chains.

The boiler house has one 72-inch by 20-foot tubular boiler; one automatic Standard Duplex Double-acting feed pump and receiver, 6x4x7 inches.

The transformer house has one 500-K.V.A. synchronous condenser, 900 revolutions, 600 volt, 3-phase 60 cycle; three 300-K.V.A., 22,000-600 volt single phase 60 cycle power transformers; two 15 K. V. A. 22,000 volt—110 to 220 volt single phase 60 cycle lighting transformers; and one six panel switchboard complete in every particular.

The track shed is 95 by 158 feet 4 inches on the ground plan. The shed has four tracks, each with three unloading sinks. Between the track shed proper and the working house is an additional track "A" for the return of empty cars or to provide an extra track for the placing of cars to be loaded. This enables cars to be loaded on three tracks, "A," 1 and 3. There are seven loading spouts in all, two each on tracks 1 and 3, and three on track "A". Loading and unloading are possible at the same time. Unloading pits are provided with interlocking apparatus which prevents grain from any other pit falling on to a conveyor belt until the one being emptied is completely discharged and elevated to the garner above the scale. Fire protection is adequately provided for by 16 hydrants at intervals on the trestle outside the elevator.

In conclusion it may be noted that the total grain handled through the elevator during the crop year 1921-22 amounted to 11,727,550 bushels of wheat, oats, barley, rye, flaxseed and mixtures of these. Shipments of corn received from Chicago for the use of the Fort William Starch Works are unloaded by the marine leg of this house.

## ADVANCES

BY TRAVELER

When there is so much talk about "financing the farmer" and "helping him to realize greater prices for his products," it would be well for those who have this matter in hand to take a few "little journeys" to different grain-growing sections and learn just how much elevator men do in the way of advancing money to their farmer trade.

Aside from credit extended to the farmer, on feeds, fertilizer, etc., which he has purchased, the average elevator man, each year, advances large sums of money on grain which is still in the farmers' bins. Sometimes he charges interest on the money thus advanced, but more often than not he waives this privilege as an inducement for the farmer's continued patronage.

The writer thinks this waiving of interest is not good policy, and should not be done. It is not good business in the first place, and it is doubtful if it helps any in increasing receipts of an elevator. If one elevator man does it, his competitor will promptly hear of it, through the farmer to whom the favor was granted, and will at once proceed to go him one better, with the result that both will be doing business at considerably less profit. On the other hand, the farmer once started on this system will expect to have it continued, even though he might strike the dealer at a time when the latter is borrowing heavily himself. At such a time, it would certainly be poor business to loan the farmer money gratuitously that costs 6 per cent or more.

In some instances, dealers not only advance money on stored grain on which they charge no interest, but in addition make no charge for storage or insurance. In such cases, of course, the grain is shipped soon after being received and the dealer gets his money back; but this involves gambling on the market, or hedging. In the latter case, margins have to be kept good, which means keeping considerable money tied up.

In this matter of advancing money, the co-operative elevators seem to have it over the regular dealer. While they have considerable money out on book accounts at all times, they never advance any on grain in farmers' bins, nor do they store grain. A stockholder in a farmers' elevator would

never think of asking his own company for an advance, but would be very much put out if an independent dealer refused him. All of which would seem to indicate that elevator men are more or less to blame for educating the farmer along these lines.

It is also significant, that while farmers' associations will not advance money to their members, they are very active in pushing legislation, the object of which is to put this responsibility upon the shoulders of the Government.

In the meantime, it would be well for the dealer to remember that there is no one anxious to loan him money free of interest, and that being the case, there seems to be no logical reason for him making any exception in the case of the farmer.

## FINAL CROP FIGURES AND VALUES

The final production figures and the total value of the various crops based on prices paid farmers December 1 follow:

Corn—2,890,712,000 bushels and \$1,900,287,000.  
Winter wheat—586,204,000 bushels and \$614,561,000.  
Spring wheat—270,007,000 bushels and \$249,578,000.  
All wheat—856,211,000 bushels and \$864,139,000.  
Oats—1,215,496,000 and \$478,548,000.  
Barley—186,110,000 and \$97,751,000.  
Rye—95,497,000 and \$66,085,000.  
Buckwheat—15,050,000 and \$13,312,000.  
Flaxseed—12,238,000 and \$25,869,000.  
Rice—41,965,000 and \$41,836,000.  
Beans—11,893,000 bushels and \$44,429,000.  
Grain Sorghums—90,381,000 bushels and \$79,136,000.

Hay (tame)—96,687,000 tons and \$1,217,044,000.  
Hay (wild)—16,104,000 tons and \$114,635,000.  
All hay—112,791,000 tons and \$1,331,679,000.

Revision of the 1921 production statistics placed the crops of that year as follows: Corn, 3,068,569,000 bushels; Winter wheat, 600,316,000; Spring wheat, 214,589,000; oats, 1,078,341,000; hay, (all), 97,770,000 tons.

## GREAT BRITAIN TO USE THE HUNDREDWEIGHT

The Corn Sales Act of 1921, which came into force on January 1, 1923, provides that all contracts for the sale of grains in the United Kingdom shall be null and void unless made by weight only and in terms of or by reference to the hundred-weight of 112 pounds. This ends the practice which has been prevalent for many years of recognizing different weights in different districts as equivalent to a quarter or bushel of wheat or other grain. The commodities included in the Act are wheat, barley, oats, rye, corn and the meal and bran derived from them, and also to dried peas, dried beans, linseed, potatoes, the seeds of grass, clover, vetches, swedes, field turnips, rape, field cabbages, field kale, field kohlrabi, mangels, beet and sugar beet, flax and sainfoin. The provisions of the Act do not apply to grain which at the date of the contract is not within the United Kingdom, or to grain imported into the United Kingdom as long as the grain remains in the warehouse where first stored on importation, or in cases where the contract provides for delivery in the original bags in which the grain was imported, or to grain bought or sold for export from the United Kingdom.

There is little wonder that English merchants wanted uniformity. Their measure for quotation was the quarter (eight bushels), but the weight of the quarter differed widely. For instance, a quarter of English wheat at London was 504 pounds; all foreign wheat 496 pounds. At other markets the wheat quarter was 480 pounds. Liverpool quoted wheat by the hundred pounds. London quoted English oats as 336 pounds to the quarter; Plate clipped 421 pounds; American clipped (landed) 38 pounds to the bushel or 304 pounds per quarter, and American clipped (ex ship) 36 pounds or 288 per quarter. At Liverpool oats went 320 pounds to the quarter. Barley was variously quoted at 400 pounds and 448



pounds. Now the trade will know just what they are buying or selling. All quotations will be on the basis of 112 pounds.

### ILLINOIS ASSEMBLY CONSIDERS IMPORTANT LEGISLATION

The state legislature of Illinois has before it an important measure which was introduced by Mr. Tice on January 16. It gives to the Illinois Commerce Commission authority to act in case of controversy between the railroads and industries over rentals on railroad right of way. The bill is short, and reads as follows:

SECTION 1. Be it enacted by the State of Illinois, represented in the General Assembly: That whenever a disagreement arises between the owner of an elevator or grain warehouse, coal shed, ice house, buying station, flour mill, or any other building used for receiving, storing or manufacturing any article of commerce, transported, or to be transported, situated on a railroad right of way, or on land owned or controlled by a railroad company, and such railroad company, as to the terms and conditions on which the same is to be continued thereon, or removed therefrom, or whenever application is made by any person, firm or corporation for the right to a site for such elevator, or grain warehouse, coal shed, ice house, buying station, flour mill, or any other building used for receiving, storing or manufacturing any article of commerce transported or to be transported, and such railway company and said applicant cannot agree as to whether said elevator or grain warehouse shall be so placed on said right of way or on property owned or controlled by the railway company, or as to the character of the buildings to be so erected and placed thereon, or the place where the same is to be erected and maintained or as to the terms and conditions under which the same may be so placed or operated, then, and in every such event on written application to the Illinois Commerce Commission by such railroad company, person, firm or corporation the said Illinois Commerce Commission shall have authority, and it is hereby made their duty, as speedily as possible after the filing of such application, to hear and determine such controversy and make such order in reference thereto as shall be just and right between the parties under all the facts in the case which shall be enforced as others of said Commission.

### GETTING HIGH TEST WHEAT

Kansas and other states have taken steps to inspect wheat for its gluten content, which is determined by the nitrogen present in the wheat berry. Whether this inspection will be of permanent value time alone will tell. Millers know that quality of gluten is of quite as much importance as its quantity, but now the gluten determination is a fad which farmers are convinced will be of value to them in getting better prices.

One of the important recent discoveries of the agricultural experiment stations is that the protein content of wheat, and hence its quality and market price, is materially influenced by the nitrogen content of the soil. This discovery is of considerable practical value since it has been known for many years that nitrogen is one of the chief elements in the soil that limits yield and also because nitrogen can be taken from the air by growing legumes. If, as now seems to be the case, the quality as well as the yield of wheat can be improved by including suitable legumes in the rotation, this should encourage a larger acreage of these important crops.

The acreage of Alfalfa and Clover has been declining the past few years, partly because of the high price of seed and partly because of the importance of grain crops during the war. These causes are no longer in force, and it would seem the part of good judgment to grow more of these and other legumes.

Alfalfa is especially well adapted to central Kansas, Nebraska and Oklahoma, and it can be grown with profit in many other portions of the Southwest. Soybeans and cowpeas are taking a prominent place in certain counties in eastern Kansas and Missouri. It has been found that as good yields of wheat may be secured after soybeans as after oats and usually a higher yield is secured than after corn.

Sweet Clover is occupying a valuable place on

those farms where additional pasture land for dairy stock is desired and where the climatic and soil conditions permit the growing of Sweet Clover. Red Clover of course remains the standard legume for most of the humid portions of the wheat belt. While many farmers have had difficulty in growing it in recent years, there is good reason to believe that a thorough study of its requirements and the soil conditions best suited to its growth will remove most of these objections.

Each legume requires different conditions for its best development. Such special points as climate and soil requirements, inoculation, drainage, liming, etc., must be considered for each case to insure success.

### A MAN TO BANK ON

Henry H. Whiteside, first hay inspector at Chicago with a Federal license, has done much for the Chicago hay market because of the confidence which the trade has had in his inspections. Although but a comparatively young man, having been born in 1883, he has had a wide experience in the inspection of both grain and hay and is



HENRY H. WHITESIDE

highly regarded by receivers, shippers and his fellow inspectors.

For five years Mr. Whiteside was with the Illinois State Grain Inspection Department and then became associated with H. R. Whiteside of the Chicago Board of Trade in the sampling and inspection of hay. He has been in this business for nine years. In spite of the equipment which this experience gave him, he was one of the first to take the hay inspection course at the Government laboratory at Alexandria, Va., so as to qualify under the rules through which inspections under the Federal hay grades are regulated. It was while taking this course that he issued the first hay inspection certificate ever issued by the United States Government under the Federal grades. The inspection was made at Front Royal, Va., and it was a historic occurrence for the hay trade, as it ushered in the new inspection dispensation.

Mr. Whiteside will be at Chicago for many years to come, we hope, and more and more shippers will continue to learn of the absolute integrity of his certificates. He is located in Room 714, Postal Telegraph Building adjacent to the Board of Trade.

THE final estimate of the United States Department of Agriculture of the value of the country's crops last year is \$7,572,890,000.

THERE is every indication of exceptional cereal yield for the 1922-23 season in the Argentine, which is sufficiently far advanced to make forecast reasonably certain. Exporters are counting on an ex-

port surplus of 4,000,000 tons of wheat, 1,500,000 tons of linseed and 700,000 tons of oats. To these figures may be added 3,000,000 tons of corn, which gives cereals for export of some \$400,000,000, indicating material improvement in foreign trade, both ways, during the year.

### "JIM DUNN"

BY HOOZUS

Jim Dunn, who runs the elevator at Sperry Sid-ing, says: "These here lawyer-farmers is th' meanest nuts us elevator men has gotta deal with. 'Buzz' Quigley is one o' them kind, an' a while back when his farmer brung in some Clover seed, he comes down t' see it cleaned. There was others ahead o' him, but he wanted t' be waited on right away. He says t' me, he says: 'Looky here, Dunn, my time is money. I can't afford t' wait around here all day!'

"I says t' him, I says: 'Cancha? Well, then jest amble along, 'cause everbuddy takes his turn here an' there's two fellers ahead o' ya.'

"Well, I went on a'cleanin', an' when I got through he was a'talkin' t' beat th' band with one o' th' fellers that a'waitin'. Most o' them there lawyers is allus gotta tale t' unload, if they find a ear t' pour it int'. I told him I was ready t' clean his seed, but he says: 'Jest wait. I'll be through a'talkin' with this here man in a minnit.'

"I didn't say ennymore. I jest started on th' next man's seed, an' when I was 'bout half through he comes a'stormin' up an' he says t' me, he says: 'What d'ya mean a'givin' this feller my turn? Didn't I tell ya my time was money?'

"I jest pushed him outa my way, an' I says t' him, I says: 'My time ain't so much money. My time is jest time. But it's bizzzy now, an' you'll have t' wait 'till it's through.' An' he did."

### LITTLE TIPS FROM "JIM DUNN"

Volstedt never had t' stand in th' driveway of a elevator in th' winter, or he'd a'never wrote that there Prohibishun bill.

S'pose they do close up th' Board o' Trade? What they goin' t' do with th' "dirt" gamblers on th' farms?

If these here experts had t' get a patent on all th' new stunts they spring on th' farmers, they'd have t' dubble th' force at Washin'ton.

Fizzical sickness is bad enuff, but when ya're on th' wrong side o' th' market an' it keeps a'gettin' worse, that ain't jest sickness—that's hell!

There's two things that don't keep company in bizness: loafing an' profits.

There's a lot o' farmers' elevators that jest think they're in bizness. Most of 'em are in hot water.

Years ago they run elevators by horsepower, an' some of 'em are still run by two-legged mules who ain't never read a trade paper.

If ya got enny doubt 'bout th' feller on th' other end, leave a good margin on your draft. It's better'n a Dun or Bradstreet report.

If th' car sitchyashun don't get better, th' dealers 'il have t' ship th' grain by parsel post. It wouldn't be so much higher than th' freight rates, either.

### FATTENING STOCK ON ELEVATOR WASTE

Utilization of elevator screenings for stock feeding at the Canadian "Head of the Lakes"—Fort William and Port Arthur—has lifted a heretofore discarded by-product to an important factor in Canadian stock raising. During the winter of 1921-22 an experiment was made in using these screenings for sheep feeding, and a sheep rancher brought east a herd of 8,000 sheep. After feeding them on screenings throughout the winter, he marketed them with such satisfactory results that his operations during the coming winter will be trebled, says a report from Consul D. C. Dwyre received last month by the Department of Commerce. Two western stock raisers have also made definite plans to fatten cattle at Fort William and Port Arthur this winter, taking advantage of the saving in freight rates by bringing the stock to the source of supply instead of taking the feed west.



## Why Exterminate the Barberry?

A Comprehensive Study of Barberry Eradication—A History of the Campaign in the United States—What Remains to be Done

By DR. E. C. STAKMAN\*

**W**HY exterminate the common barberry? This question is often asked by the quizzical, by the skeptical, by the cynical and is asked by the seekers after truth. The answer is not difficult.

The common barberry (*Berberis vulgaris* and its horticultural varieties) should be exterminated because it propagates and spreads the devastatingly destructive black stem rust of wheat, oats, barley and rye. This fact has been demonstrated hundreds of times by scientists; and it has been observed thousands of times by farmers. Furthermore it has been demonstrated by several European countries that the barberry can be eradicated and that black stem rust can be controlled by the eradication of the bushes. This is no mere opinion: it is an established fact.

For at least 250 years farmers in Europe have known that black stem rust was destructive to wheat and other grains growing near barberry bushes. Farmers in the United States have known this fact for over 200 years. It was not known until 1865 just how barberry caused rust on grains, but it was known that it did cause rust. And it was known that the frequency and severity of rust attacks increased as the number of barberry bushes increased. So destructive did the black stem rust become in many districts in which there were large numbers of barberry bushes that the farmers clearly saw that they would either have to stop growing wheat and other grains or destroy the barberry. Many of them voluntarily dug their bushes but some of their less progressive neighbors did not, and therefore barberry eradication laws were passed.

The first barberry eradication law apparently was passed in Rouen, France, about 1660. It is known with certainty that Massachusetts, Connecticut and Rhode Island, in the North American Colonies, passed laws against the common barberry long before the Revolutionary War. Laws also were passed by various German states about 1800. The fight against the destructive barberry continued until several of the western European countries, either with or without the aid of laws, succeeded in destroying the barberry.

At the present time there is legal provision for the eradication of barberry bushes in Norway, Sweden, Denmark, many states and provinces of the German Empire, Hungary and several political divisions of France. England got rid of most of the barberry bushes in the agricultural districts without the aid of a law, and there are but few bushes in Holland, Austria and other grain-growing regions of Europe. What has been the result of these campaigns against the barberry in Europe?

It has been demonstrated clearly that the destruction of the barberry resulted in the virtual elimination of black stem rust from some regions. In others the rust now appears so infrequently and so late in the season that it does not damage. What little rust does develop may come from a few barberry bushes which still remain in the immediate region or it may possibly be blown in from a distance. But it is perfectly clear that when the barberries are completely removed from a given region, that region is well protected from rust. Apparently not enough rust spores can be blown in from a distance to cause the development or an epidemic in a region which is free from barberries.

There are few barberry bushes in Hungary, Aus-

tria and Czecho-Slovakia, and black rust does practically no damage. In the mountains of northern Italy there are many wild barberry bushes and rust often is very destructive, but in the southern part of the country there are few bushes and the rust does very little damage. This statement was



A TYPICAL COMMON BARBERRY BUSH  
This bush was found growing wild near Red Wing, Minn., during the Government survey of southern Minnesota last summer. This section formerly was one of the best grain growing regions in the country but the farmers have been forced to abandon large scale production of wheat because black stem rust, developing every year as the result of the tremendous number of barberries in the vicinity, made the harvest of cereal crops too uncertain to be profitable.

made by one of the most eminent Italian mycologists and the writer is convinced of its correctness by observations. In 1914 black stem rust was found for the first time on wheat in a limited area about

France; they have been eradicated as a result of laws and local ordinances. As a result, black rust is not considered a destructive disease. When it does appear it comes too late to cause appreciable losses. But in the mountains of France, where there are tremendous numbers of barberry bushes, black rust is extremely destructive. The writer searched long and faithfully for black rust in France during the past June. There was none in the great wheat-growing regions, but in the mountains the situation was entirely different. The peasants grow practically no wheat because they said black rust nearly always destroyed it. They grew small patches of rye which were already black with rust on June 15. I counted 13 common barberry bushes in one small field and the rye was black with rust from top to bottom. The situation was the same in the entire region—barberries covered with rust and the rye and grasses black with it. And at this time not a single pustule of stem rust could be found in those regions of France from which the barberries had been removed.

The situation in Germany is essentially similar to that in France. I searched diligently for rust in Bavaria, but could find none except in the mountains where there were barberries. German pathologists say that there are few barberries in their country, except in the mountains. Whenever a destructive outbreak of rust occurs, it usually can be traced to barberry bushes. In a publication of the Bavarian Institute for Plant Culture and Plant Protection it is stated definitely that severe losses from stem rust can be prevented by eradicating barberry from the vicinity of grain fields.

English pathologists are unanimously agreed that black stem rust cannot exist in that country without the barberry. The only rust I could find in England was near three common barberry bushes which were being kept for experimental purposes a few miles from one of the universities. In Scotland there was not the slightest trace of black rust except near barberry bushes. The same thing was true of Wales. There still are many bushes in some of the hilly country of Wales and there rust is destructive. England has controlled rust by eradicating barberries. Before the bushes were re-



COMMON BARBERRY, SHOWING NEW STEM GROWTH AND BLACK STEM RUST INFECTION

65 miles southeast of Rome. The rust was traced to several barberry bushes which had been planted. Some of these bushes were removed in the same year, and the next year did not reappear near where they had been. However, it again appeared near the remaining bushes. They were then eradicated, and stem rust never has appeared since that time.

In Spain rust appears earliest and does most damage near barberry bushes. There are very few barberries in the principal grain-growing regions of

moved the records show that rust was destructive; now it is not.

Denmark has shown most convincingly that black rust can be controlled by barberry eradication. After many attempts to destroy the bushes, a law was passed in 1903. The Danes did a thorough job of removing the bushes. There had been destructive epidemics in that country in 1889, 1894, 1895, 1896, 1897, and 1901. Rust also had been destructive in 1893, 1898, 1900 and in 1903. Since 1903 there has

\*Dr. Stakman, who is Plant Pathologist at the University of Minnesota, is regarded as the leading American authority on stem rust investigations. He spent last summer in Europe for the United States Department of Agriculture, studying the situation in the older countries. Herein he tells of his conclusions, and describes the situation which confronts our wheat growing districts. Grain dealers can render great service to their communities and to themselves, by giving this question the widest possible publicity.



not been a single general epidemic. Whenever an outbreak of rust has appeared in Denmark since 1903 it has been traced to harberry bushes which were missed in the campaign of extermination. Through the kindly assistance of Danish pathologists the writer made personal observations on many grain fields during the past summer. The only black stem rust which could be found was near straggling harberry bushes which still remained in woodlots.

Unquestionably barberries cause the development of black stem rust in Europe. Where there are barberries there is likely to be very heavy rust; where there are none, the rust seldom appears in sufficient quantity to do any damage. In many places in Europe it has been necessary to discontinue growing small grains on account of the presence of tremendous number of barberries. In certain districts of Sweden it is even impossible to grow certain varieties of oats successfully.

In the United States the campaign for the eradication of barberry was begun in the spring of 1918. The first barberry eradication law was passed in North Dakota in 1917. Since that time legal provision has been made for eradication in the following states: Montana, Wyoming, Colorado, North Dakota, South Dakota, Nebraska, Minnesota, Iowa, Wisconsin, Illinois, Indiana, Michigan and Ohio. In addition, the Federal Horticultural Board has issued an order prohibiting the shipment of barberries into the 13 states in which the barberry eradication is being carried on and prohibiting also the interstate shipment of harberries within that area.

It should be remembered that the harberry eradication problem is regional. Barberries in the southern states do not rust. The rust in the extreme south lives throughout the winter in the summer spore stage and is therefore independent of the harberry. This, however, is not true in the northern states. It often is asked whether the rust can be blown up from the south to the north. Careful observations and experiments have been made on this problem since the fall of 1917. All of the evidence available at the present time indicates that the principal source of rust in the northern states is the common harberry.

The barberry should be eradicated immediately. There still are thousands of bushes in the wheat-

sprout and produce new bushes. During the past season about 130,000 new bushes were found. Assuming that each one of these bushes produced only 50 seeds which germinated and produced new bushes, the number of seedlings from these bushes would be 6,500,000. Every standing barberry bush therefore is a menace, not only because it develops



rust but also because it continually produces more bushes.

How much damage can one barberry bush cause? During the summer of 1922 it was found that in Decatur County, Indiana, the rust spread at least five miles from one bush. Approximately 35 farms were affected by the rust. The farmers on 18 of these estimated the total loss caused by the rust which had spread from this single bush at \$12,520.



RUSTED STEMS ON THREE VARIETIES OF WHEAT

growing states. About three and one-third million bushes have been found in the state of Wisconsin alone. In the entire barberry eradication area approximately seven million have been found since the eradication campaign was started. These bushes produce seeds which are distributed by streams of water, by birds and by other agencies. These seeds

If a single bush is capable of causing this much damage in a single year, certainly no one can object to the eradication of the shrub.

There are two principal varieties of the common barberry,—the green and the purple. The green variety is not a particularly desirable ornamental plant. The purple, on the other hand, is sometimes

quite beautiful. However, it can be replaced with other shrubs. It is just as susceptible as the green form and should be eradicated. It is particularly fortunate that the Japanese harberry, which is more beautiful than the common harberry, is immune from rust and therefore can replace the more susceptible common form.

Doubt has been expressed as to whether it would be possible to eradicate completely the tremendous numbers of barberry bushes which now exist. In northern Europe they have used crushed rock salt successfully to kill the bushes. About five pounds are applied to the base of the bush at any time of the year. This is sure death and is much more satisfactory than attempting to dig the bushes. In this country the use of 10 pounds per bush is usually recommended.

This much is absolutely certain—if the barberry bushes are not eradicated but are permitted to remain and increase, the damage from black stem rust certainly will be even greater in the future than it has been in the past. Progress is being made by plant breeders and plant pathologists in the production of rust-resistant varieties, but we must also stop the rust at its source—the barberry. There is no guesswork about the necessity for eradicating the common barberry. The fact that it gives the black stem rust a start in the spring is as thoroughly established as any scientific fact can be. In order to preserve the grain crops of the present and to protect those of the future, it is absolutely essential to get rid of the common harberry.

## YOUR PET WHEAT DESCRIBED

One of the most comprehensive bulletins on the classification of wheat ever made has just been issued by the Department of Agriculture. The bulletin was prepared by C. R. Ball and J. Allen Clark, and they identify 200 distinct varieties of wheat and also give the different names by which these varieties are known in various parts of the country. This nomenclature is confusing. For instance Harvest Queen wheat is also known as Black Sea, Canadian, Canadian Fife, Imported Scotch, Italian Wonder, Kansas Queen, May Queen, New 100, Oregon Red, Prairie Queen, Prizetaker, Red Cross, Salzer's Prizetaker, Virginia Reel and Winter Queen.

Bulletin 1074, "Classification of American Wheat Varieties," describes, illustrates and lists the synonyms, and gives the distribution of the varieties of wheat grown in this country. This meets the need for a practical and usable system of classification that will standardize the varietal nomenclature and enable growers to identify the varieties with which they are concerned. The origin and history of each variety also is given. The names and varieties have been standardized and adopted with slight changes by the American Society of Agronomy.

The bulletin should form the basis for future work in wheat improvement, prevent much duplication of work in conducting varietal experiments, and aid in preventing the fraudulent or unknowing exploitation of old varieties of wheat under new names. Its greatest value, however, should be in providing a compendium of the wheats of North America for all workers in the wheat industry, especially those who have only a limited knowledge of the varieties which are grown.

## WHERE THE EXPERIMENT STATION HELPS

The Missouri Experiment Station has announced the result of a study of wheat varieties best adapted to Missouri conditions: Fulcaster, Fultz and Poole. These led all other varieties in yield. In actual practice Fultz is grown most extensively with 1,608,900 acres planted in 1919. Fulcaster and Poole, however, were not such general favorites, being exceeded in acreage by Turkey, Red May and Mediterranean.

Similar studies for other grains also have been made in Missouri and in most of the grain growing states. If the advice of the stations were followed the average yield of every grain would undoubtedly be materially increased.



## Bringing Every Man to His Market

### How Grain Growers and Shippers Can Get in Touch with Their Markets by Radio—Station Calls, Wave Lengths, and Broadcasting Time From Ten Principal Markets

ONE of the stock arguments of the farmer agitator against the grain exchange system has been "secret manipulation." For lo, these many years our agricultural disturbers have told their audiences how prices were made *in camera* by the select few on the exchanges, and withheld from the producers and from the "country" generally until too late for the latter to take profitable advantage of market changes.

While it has long been patent to anyone who would take the trouble to inform himself, even briefly, with the methods and procedure followed in this respect by the leading exchanges, that such a charge is ridiculous on its face, no doubt there still remain some who prefer to believe the hoary old tradition. Probably every country dealer has a few such men among his constituency. We would suggest that, when the occasion presents itself, he quietly acquaint them with the latest developments in market news dissemination by the leading grain exchanges.

Market quotations from all the leading grain

the quotations are sent out hourly. The schedule at St. Louis gives opening futures prices at 9:40, with further futures quotations each hour until the closing futures at 1:40 (12:40 on Saturdays). In addition, Liverpool cables and receipts and shipments are sent out at 10:40, the hay market and Liverpool close at 11:40, and cash prices at 1:40. The St. Louis station, KSD, is operated by the *St. Louis Post Dispatch*.

Opening futures are sent out from Minneapolis at 9:40, with further quotations at 10:30 and 11:30, and the close for both cash and futures goes out at 1:30. The Minneapolis quotations include flax. The station at Minneapolis is known as the Oak Grove Station, or "Call of the North."

Memphis and Peoria broadcast quotations twice daily. Peoria sends out Chicago quotations at 11:30 and 1:30, with the Peoria cash market close at 1:30. Livestock quotations from both Chicago and St. Louis, as well as local livestock markets, are also given. The Peoria station is owned and operated by the *Peoria Star*. At Memphis, station WMC is

Peoria and Omaha programs are on a 360-meter wave length. In addition to these stations there are a number of others which, while they do not send out market quotations, furnish programs and general news on a regular schedule. In the summer time the baseball fan can keep track of the progress of the big league games, inning by inning, and in the fall our football enthusiasts can get the big games in detail. Other big sporting events, boxing, races, are handled in the same way.

Below is a tabular statement showing station call, wave length and daily schedule for the different markets from which quotations are now broadcasted:

#### BALTIMORE

Station: WEAR.  
Wave length: 485 meters.  
Time schedule: 6:30 p. m.

#### CHICAGO

Station: WDAP.  
Wave length: 360 meters.  
Time schedule: 9:30, 10:00, 10:30, 11:00, 11:30, 12:00, 12:30, 1:00, 1:20.

#### CINCINNATI

Station: WLW.  
Wave length: 360 meters.  
Time schedule: 3 p. m.

#### KANSAS CITY

Station: WHB.  
Wave length: 485 meters.  
Time schedule: 9:30, 10:30, 11:30, 12:30, 1:15, 3:00.

#### MEMPHIS

Station: WMC.  
Wave length: 485 meters.  
Time schedule: Noon and 3 p. m.

#### MINNEAPOLIS

Station: WLAG.  
Wave length: 485 meters.  
Time schedule: 9:40, 10:30, 11:30, 1:30.

#### OMAHA

Station: WAAW.  
Wave length: 485 meters.  
Time schedule: 8:45, 9:45; 10:45, 11:45, 12:45, 1:15 and 8 p. m.

#### PEORIA

Station: WJAN.  
Wave length: 485 meters.  
Time schedule: 11:30, 1:30.

#### ST. LOUIS

Station: KSD.  
Wave length: 485 meters.  
Time schedule: 9:40, 10:40, 11:40, 12:40, 1:40. (Closing prices at 12:40 on Saturdays.)

#### WICHITA

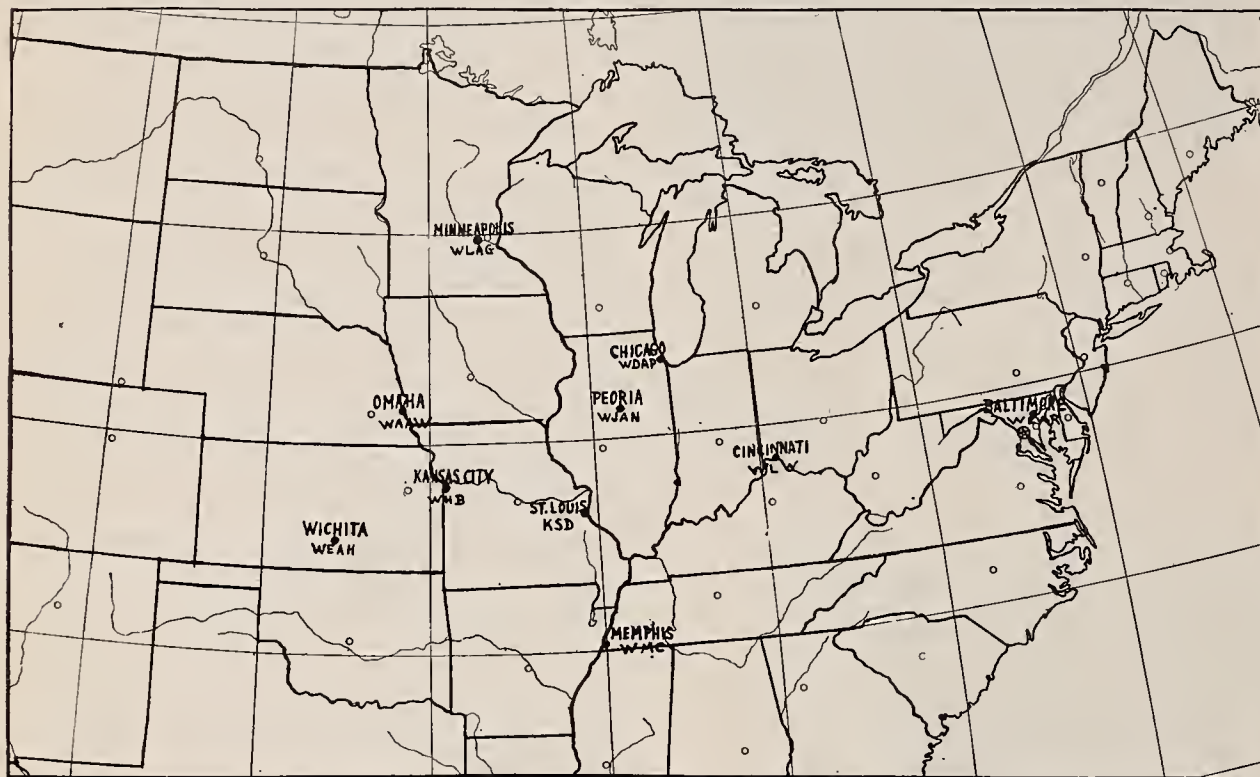
Station: WEAH.  
Wave length: 485 meters.  
Time schedule: 9:40, 10:40, 11:40, 12:40, 2:00, 3:15. (Last quotations at 12:40 on Saturdays.)

In addition to the stations above listed there are a number of others, not shown on the map, where crop and market news is sent out at least once daily, through official state channels. Among these are stations at Medford Hillside (Boston), Mass., at Buffalo, and at Harrisburg. These stations, however, do not have regular connection with any of the organized grain exchanges.

It is impossible to give accurate figures on the "effective radius" of the different stations, but a minimum of 150 miles, daytime, for the minor stations, is about right. The larger stations have a much greater radius. Minneapolis is picked up regularly at Billings, Mont., and WDAP at Chicago is one of the most powerful stations in the world. In any event the great grain producing territory of this country is fully covered, so that every producer and shipper can, if he will, keep in the closest touch with his markets.

The automobile, the telephone, and the telegraph have all contributed largely in the reduction of distances, but the radio, more than any other invention, has unified the country, has reduced distances to the vanishing point, and at a cost that is inconsequential compared with the benefits derived.

IT IS officially stated that the acreage sown to winter grains in France has been increased over last year by 1,377,000 acres, with the condition of young seedlings reported as above the average. It is predicted that with extensive sowings and an increase in fertilizer resources, both potash and phosphates by 1925, France will be able to produce enough cereals to cover the home requirements.



A RADIO MAP FOR GRAIN DEALERS

exchanges, and from many of the smaller ones, are today literally "free as the air." Market quotations are broadcasted by radio hourly or at 30-minute intervals from the various terminal markets and in many instances picked up and relayed in local territory. The AMERICAN GRAIN TRADE has prepared the accompanying map which illustrates graphically how the entire grain growing territory of the Central West is covered by this free service. Any dealer, independent or co-operative, has only to invest in a receiving set, to have his quotations at regular intervals from the nearest terminal market, or in many cases from several markets.

At the present time, quotations are broadcasted daily from 10 of the principal markets, as shown on the map on this page. Of these markets, Chicago furnishes the most complete service, broadcasting every half hour from 9:30 to 1:20 p. m. The Drake Hotel Station, WDAP, has been purchased by the Chicago Board of Trade for this purpose, being taken over officially on January 11. At 9:30 each business day is broadcasted the opening futures on wheat, corn, oats, rye, barley, pork, lard, and ribs, estimated car lots, receipts and shipments, and local weather report. Each half hour thereafter the current futures quotations are sent out, and at 1:20 p. m. the closing futures quotations, high and low for the day, cash prices and gross bids for cash grain to arrive.

At St. Louis, Kansas City, Omaha and Wichita

operated by the *Memphis Commercial Appeal*. It broadcasts at noon and 3 p. m., and besides market and crop reports, gives weather and river reports.

At Cincinnati market reports are given every day at 3 p. m. from Station WLW, operated by the Crossley Manufacturing Company. At Baltimore the reports go out at 6:30 p. m., giving closing prices and other general information. The Baltimore station call is WEAR, and is operated by *The Baltimore American* and *The Baltimore News*.

There is pleasure as well as profit for every grain man who has a receiving outfit. During the day he uses it to keep in touch with his markets; in the evening it will furnish entertainment of a high order. Every one of the stations on the map have regular concerts and lectures in the evenings, generally commencing at 8 o'clock. The programs are published daily in the metropolitan papers. Chicago stations give programs every night in the week. Sunday nights the sermon at the famous Sunday Evening Club is sent out. St. Louis, Omaha, Wichita, Kansas City, Cincinnati, Memphis, Baltimore and Minneapolis also broadcast every evening (except Sundays in some instances). Peoria broadcasts a musical program at 9:15 p. m. on Tuesdays, Thursdays and Saturdays. The wave length employed for these programs in some cases is different from that used for the daytime broadcasting. Minneapolis broadcasts its programs on a 400-meter wave length, as does Memphis. The



## FIRE LOSSES IN 1922

Manager Eugene Arms of the Mutual Fire Prevention Bureau has recently sent the following letter to all policy holders in the mill and elevator mutual fire insurance companies:

"THREE MILLION DOLLARS"—This is the story of the fire losses of the mill and Elevator Mutual Insurance Companies for the year 1922. A greater number of fires occurred and more valuable property was destroyed than any previous year.

"Why? There is only one answer—CARELESSNESS. You are making your own insurance cost, and you are making it high. You answer that you are not making your own insurance cost, that you are paying for the carelessness of others. That is true, this letter *may* not apply to you. We hope that it does not, but to be sure that it does not, try this:

"Go, personally, and make a careful inspection of your entire plant. Start on the outside, and examine the premises. Are they clean and orderly? Are your roofs and sides, and windows proof against locomotive sparks? How about lightning protection?

"Then on the inside. Examine every bearing on machinery and line shafting. Are they well babitted and running true? Are the belts of your elevators running true? Are you getting choked elevators? Is your fire fighting equipment in place and in order? Is your chimney safely constructed, and is your heating plant safe? Are there any evidences of the employes smoking, and do they carry matches? These are only a few of the things for which you should look.

"You will find some things that you will want made safer. Put the right man on the job, and then make the fire prevention inspection a part of your weekly routine."

## SUPREME COURT UPHOLDS GRAIN FUTURES

The Supreme Court has again put its stamp of approval on transactions in future contracts when it upheld the recent decision of the district court of Hutchinson, Kan. Appeal was taken by the State of Kansas in an equity suit of wide-spread importance involving the validity of transactions in contracts for grain for future delivery, according to information received recently. The appeal was from the decision of Judge Fairchild in the circuit court of Hutchinson, Kan., on January 5, that transactions in contracts for future delivery of grain under the practice of legitimate grain exchange is absolutely valid. This includes the practice of settling contracts at the market difference prior to delivery date. The Kansas statute under which suit was brought prohibits transactions in futures, where there is no intent to make bona fide delivery.

According to John R. Mauff, secretary of the Chicago Board of Trade, the importance of the decision and its interest to millions of farmers and grain dealers lie in the wide-spread attempts which have been made in the last three years at Washington and at the capitals of the great grain states, to place similar legislation on the statute books.

"For several years," said Mr. Mauff, "grain farmers all over the country have been insistently told by those who would exploit them, that trading in futures was gambling, pure and simple, and the farmer was robbed in consequence. Judge Fairchild's decision was so explicit and far-reaching, that it should substantially discourage future efforts to question the validity of grain exchange transactions and methods. The result of the appeal will be watched with intense interest by farmers, grain dealers and politicians all over the country."

The defendants in the suit at Hutchinson were the J. Rosenbaum Grain Company of Chicago and others with private wires into branches in Kansas. The suit sought to oust the private wires from the state.

Several state witnesses testified that they had made several transactions in grain futures through the J. Rosenbaum Grain Company and that these deals were closed by a settlement on market differences prior to delivery date. Cross examination by Morris

M. Townley, counsel for the defendants, elicited that all of these transactions, had they not been closed previously, would have resulted in the delivery of actual grain. In each case it was established, where May wheat, for instance, had been purchased, it was offset by a counter-sale prior to May 1, the delivery date.

The court stated that these transactions closed by setoff or through the clearing house did not evidence an intent to settle on differences within the meaning of the Kansas statute. The original purchase was the purchase of a contract for the delivery of wheat on May 1. The sale prior to that date was of this contract. It was a perfectly legitimate transaction, according to Judge Fairchild.

## ILLINOIS LOSES FINE CITIZEN

If to make an outstanding success of one's business ventures is a sign of greatness, Bela M. Stoddard of Minonk, Ill., who died at his home on January 20 at the age of 82, was a great man. If years of devotion to the upbuilding and betterment of his community can make a man great, then on this score also Mr. Stoddard qualified; but in the memory of his friends and in the intimate knowledge of his family his claim to greatness



THE LATE B. M. STODDARD

lies rather in that he was a devoted husband and father, a generous and sympathetic neighbor, and a business associate of unquestioned integrity; in short, a four-square man.

Mr. Stoddard was born in New York State in 1840. Seventeen years later his parents sold the farm and came to Illinois, buying 160 acres in McLean County. When the Civil War started Mr. Stoddard and his brother Avery volunteered. The latter was killed near Atlanta, but Mr. Stoddard served the full time and in 1865 went to Minonk and entered the general merchandise business in which he continued an interest until 1876 when the partnership of Stoddard & Newton was dissolved and Mr. Stoddard entered the grain business which engaged his attention until the illness before his death. He was one of the largest grain shippers in the state and his relations with the farmers and with his terminal market correspondents were always friendly and sincere.

In addition to his grain business Mr. Stoddard was largely interested in farm real estate, his holdings of Illinois and Iowa farm lands being extensive. These he developed to the utmost, maintaining a progressive and enlightened policy which each year added value to the soil he cultivated.

Mr. Stoddard was married in 1868 to Sara E. Bell and three sons and three daughters were born to the union. The oldest daughter, Zadel, and the

youngest son, Donald, were killed in the Iroquois Theater fire in 1903; the other four survive the father: Reuben B. of Minonk; Bertel M. of Sloan, Iowa; Melita E. and Dorothy T.

The funeral services were held at the home and at the Presbyterian Church, of which Mr. Stoddard had been treasurer for 40 years. All business in the town was suspended for the services and the community mourns its leading citizen.

## WINTER KILLING OF GRAIN

The weather from March to June has the greatest influence on the yield of fall-sown grain, other things being equal. If grain is planted under favorable conditions and establishes a good root system before winter, it has a much better chance of avoiding winter killing than grain which has a poor start such as it had in many sections last year.

Winter damage to grains is usually grouped under four main heads: Heaving, smothering, direct effect of low temperatures and drought. Heaving occurs usually on poorly drained soil in the spring, and is due to alternate freezing and thawing, which breaks the roots or lifts the plants from the soil and leaves the roots exposed to the air.

Smothering occurs when the ground is covered with an ice sheet, as when melting snow freezes. It is sometimes caused by a glaze covering the plants. When snow protection is absent, plants are sometimes killed by the direct effect of cold on the tissues. This kind of injury usually increases with the degree and duration of the cold, but a sudden freeze may do a great deal of harm, especially in the spring. Winter drought may also cause injury, though it is less frequent than other causes.

## CAR CONDITIONS AT SUPERIOR

The annual report of a terminal market on the condition of grain cars received during the year, has red meat in it which shippers should masticate well and digest at leisure. We have before us the report of H. A. Juneau, who for 15 years has been weighmaster at Superior, Wis., and during all of that time has issued similar annual reports. The report of 1922 shows that 51,470 cars of grain were received at Superior.

Number reported:	
With patches, newly nailed, or cleated.....	4,175
With side, end, bottom, or corner leaks.....	2,832
With grain door leaks .....	1,635
Stuffed with rags, paper, or waste.....	375
Depressions in grain line.....	253
Repaired in transit .....	1
Loads from wrecked cars.....	21
In bad order at elevator.....	24

With seals broken .....	495
With seals improperly applied .....	148
With seals lost .....	43
With hasp broken .....	357
With no seal on one side door.....	752
With no seal on end door.....	815
With side door cleated .....	291
With end door cleated .....	19
With one side door open.....	457
With end door open .....	40
With side door boarded .....	155
With end door boarded .....	56

Thirteen years ago, Mr. Juneau reported that over half of the grain leaks were from grain doors. Since that time there has been a great improvement in doors, so that the door leaks of today are in third place instead of first as they were in 1909. It may be however that the improvement in grain doors has less to do with the relative number of leaks than the railroad strike last summer, which necessitated using a great number of cars that were obviously in bad order. This would account for many of the side, end, bottom or corner leaks, and for many of the newly nailed and patched cars during the fall of 1922. These reports of new patches leave it for the shipper and the railroad to decide whether the patching was done before or after loading.

The reports which appear on the weight certificate take into account all the factors listed in the annual report. They were devised by Mr. Juneau and have been of the greatest assistance to shippers to Superior in settling loss claims.





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We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., FEBRUARY 15, 1923

## MAKING MISFIT THEORIES

OFFICIAL Kansas agriculture is definitely committed to co-operation in the marketing of grain and the pooling plan for its ultimate disposition. The position of the State Board of Agriculture was taken in the report for the quarter ending June, 1922, which has just been issued under the title, "Co-operation in Marketing Kansas Wheat." The report is an interesting mixture of the rhapsodies of the co-operative spellbinders and statistics and facts, some of which are and some are not pertinent to the discussion, and much of which is in direct contradiction to the point desired to be reached.

The whole point of co-operation is to enable the farmer to secure the greatest possible return for his labor. It is taken for granted that only through co-operation can this be done. The bulletin expresses it like this: "So long as the grain trade is dominated by commercial concerns conducted primarily for the purpose of earning dividends on their capital, marketing margins are likely to be high." We infer that the Kansas board thinks the grain trade should be dominated by charitable institutions who would establish a home for indigent farmers, or by some endowed philanthropic institution organized "not for profit."

But let us examine the evidence presented in the bulletin itself. The cost of operating country elevators in Kansas in 1920 was determined by Prof. R. M. Green of the State Agricultural College and the results are tabulated in this volume. He found that it cost co-operative elevators 6.8 cents per bushel to

operate and that the margin charged for wheat was 6.3 cents. It cost independent operators 6.7 cents to operate, but they only charged the farmer a margin of 5.5 cents. That is, the independent paid the farmer nearly a cent a bushel more than the co-operatives paid. There seems to be some inconsistency in the conclusion drawn by the Board, that commercial concerns which try to pay dividends on their capital, must extract high margins. Isn't it just as reasonable to assume that co-operative elevators average eight-tenths of a cent per bushel inefficient as compared with privately owned houses? This is the worm in the chestnut which co-operative advocates would rather eat than expose.

## A TEST FOR LOYALTY

BILLS are now before the legislatures of Illinois and Kansas giving the commissions having jurisdiction over public utilities in those states authority to settle terms for elevator leases on railroad rights of way when the parties to the contract cannot agree. The two bills are practically identical and will give grain dealers relief from excessive rental demands in many instances. The text of the Illinois bill, introduced by Homer Tice, can be found on another page of this issue.

The secretaries of the grain dealers associations in the two states have taken occasion to point out to their members that the bills are a long way from being adopted. The lobby of the railroads will work assiduously against the measures, and unless the members of the legislature are urged to pass the bills they will fall by the wayside.

If a grain dealer has any interest in the matter whatsoever, and everyone should have, for the life of a brother dealer's business may be at stake if his is not, he should write a personal letter to his senator and representatives at the state capital and urge the passage of the bills. If everyone writes there will be nothing to it. If you sit by and let George do it, the bills will not pass. The Illinois bill is known as House Bill No. 37. The Kansas measure has no number as yet, but it can be obtained from Secretary Smiley.

## TO LEARN THE GRAIN BUSINESS

AS A GRAIN marketing expert Baron Byng of Vimy, Governor-General of Canada, is a mighty good soldier. At the opening of the Dominion Parliament on January 31 he recommended that a special committee be named to investigate the adverse agricultural conditions in Canada and that they inquire especially into the mixing of grain in private terminal elevators.

If Baron Byng wants to find out the effect of mixing he has only to visit the terminal markets and see for himself. Every facility for gaining the deepest knowledge of the subject will be put at his disposal. This will be a quicker and far cheaper method of getting the information than through the appointment of a committee. Canada has the committee and commission disease as virulently

as we have. Some day both countries will wake up to the fact that they have a bad legislative bellyache and that this committee business is the cause of it all.

The first thing that Baron Byng will find out in his investigations is that terminal elevators are a hazardous investment; that unless they are fortunately situated and well managed they are quite likely to be a liability rather than an asset and are operated only because they enable the operating firm to merchandise grain to better advantage and not because they make money independently. He will also find that mixing is all that saves many of them from a generous use of red ink on the ledger, and that the practice injures no one. If one unit of No. 1 grade worth \$10 is mixed with two units of No. 3 grade worth \$6 each, making three units of No. 2 grade worth \$8 each, has any virtue been taken from the total amount of grain? And yet the operator has made \$2 by mixing. If the grain had not been mixed some mill would have had a higher quality to grind but another would have had a poorer. In no business do we get more than we pay for and the official grades protect both buyer and seller. Baron Byng would find his inquiry interesting.

## ANOTHER PLAY TO THE GALLERY

SENATOR GOODING of Idaho is the latest aspirant for popular applause to come forward with a panacea for grain marketing troubles. In the bill which he introduced in the Senate on February 5, and which the Agricultural Committee reported favorably on February 10, he provides a modest program whereby a corporation, managed by the Secretary of Agriculture and two appointees of the President, backed by \$300,000,000 of Government money, shall buy all No. 1 Northern Spring wheat at \$1.75 with relative prices for other grades, if the market price is lower than that figure. In selling wheat, the corporation is required to obtain a sufficient advance from the guaranteed price to cover the cost of handling. The corporation will operate during 1923, 1924 and 1925.

We do not believe that any person in the U. S. Senate could seriously believe in the efficacy of such a plan. If he does believe it he should be confined to a booby-hatch instead of being a member of the highest legislative body in the land. We presume, then, that the bill is a mere political gesture made for the edification of his wheat growing constituents back home. To say the least, the Senator is not complimentary to the intelligence of his constituency. He implies that they would accept a sop which a school boy could discover at its proper value.

The question naturally arises: How far is a politician justified in debauching the country for the votes that it might get him? The program which Senator Gooding advocates would be ruinous to the country and would saddle upon the bread consumers a burden aggregating millions upon millions of dollars. The men we have met from Idaho have



struck us as being rather high in average brains. It is difficult to reconcile this fact with their choice for Senator. The electorate may not be responsible for an office-holder during his first term, but they are thereafter.

## REGIONAL BOARDS

A RATHER shrewd move was made by the American Railway Association when it appointed regional advisory boards of shippers, who will gather and present reliable information as to the number of freight cars that will be needed in the various regions in any seasonal movement. A large proportion of these advisory boards are made up of members of co-operative associations or farm bureau associations who are in direct contact with farmers and other shippers.

The farmers are willing to believe almost anything they hear derogatory to the railroads, and many of them believe that the roads deliberately withhold cars for grain in favor of preferred shippers, and the belief has even been expressed that they withhold available cars for the sole purpose of keeping up freight rates. We don't know just how this would effect rates, but we have actually heard the statement made. The advisory boards are supposed to straighten out this matter and relieve any anticipated car shortage.

It is quite likely that the railroad officials, out of their long experience, are able to foresee the needs of every region more accurately than these amateur boards can. But the railroads have never before had so direct a contact with the farmers. It will not be difficult to show to the advisory board that car shortages are not the result of a railroad conspiracy. It is presumed that this information will get home to the farm through the members of the board. The railroads evidently believe the old saying that hatred is born of ignorance. They propose to get acquainted with the shippers. Hence the regional advisory board.

## CHEAP BUILDING AND SOME OBSERVATIONS

YOU can build an elevator in North Dakota very cheaply, according to the secretary of an equity elevator up there. At the annual meeting of the company he made the statement that, on the freight paid on dockage shipped from that elevator alone, he could, in two years, build a 30,000-bushel house and equip it with the best of cleaning machinery. This would not be of importance except that it is typical of North Dakota mathematics when dealing with grain. Let us see how it works out.

So far this season the elevator has shipped 133,857 bushels, say an average of 200,000 per year or 400,000 for the two years. Dockage averaged 8 per cent at that station or 32,000 bushels. The freight rate to Minneapolis is 27 cents or 16.2 cents per bushel, or \$5,184 paid for dockage freight in two years. This is cheap for a 30,000-bushel elevator all equipped.

But aside from the usual North Dakota

exaggeration, the saving by cleaning grain is great enough to cause country elevators to give serious thought to the matter. If it costs two cents a bushel to clean wheat, the 400,000 bushels would have meant an outlay of \$8,000, but it has been shown many times how this expenditure is more than made up, in freight saving, in better grades, in richer screenings, in the reduction of heating hazard, etc. But as an actual fact the cleaning need not cost the elevator a cent, for the charge belongs to the farmer and should be put upon him. Sometime in the future the farmer will wake to his responsibility and insist that the dockage be extracted at the thresher. Then he can use the screenings on his farm without hauling them to market and home again. It is safe to say that you can soon pay for a cleaner in your elevator even if you can't make it build a new house.

## THE POPULAR APPEAL

PRESIDENT J. L. COULTER, of the North Dakota College of Agriculture, would probably deny that he endorsed manipulation of the grain markets through monopoly, but that implication was in his address before the Tri-State Grain Growers at Fargo, N. D., last month. The local papers quoted him as follows: "If farmers and other local owners were united in a series of selling agencies they would control in a very direct way more than one half of our annual crop and could in a large measure influence the market to our great advantage."

If the president of a grain association made such a suggestion for its members, within 24 hours resolutions providing for an investigating committee would be passed by Congress and there would be a howl from the farm bloc that would make the natives in Patagonia hunt the nearest cyclone cellar.

Dr. Coulter has made a splendid reputation as a scientific investigator, but since going to North Dakota his economic theories seem to have been warped to fit the lop-sided ideas of his neighbors. It may be in the air or perhaps the presidents' chair of the college is still upholstered in Dr. Ladd's political aspirations. But for all that it is more of an effort for Dr. Coulter to adopt the economic heresies of Dakota than it was for his predecessor. He is not a radical and is a better college president than he is a politician.

## THREE BILLS IN ONE

ALL of the farmers financial aid bills have been passed by the U. S. Senate. These are the Capper Co-operative Bill, the Lenroot-Anderson Bill, and the Strong Bill. They are before the Banking and Currency Committee of the House which proposes to put the essential features of all three bills into one measure, which will be passed by the House, sent to conference, adopted by both House and Senate and signed by President Harding before March 4, if the plans of the farm bloc are carried through.

The purpose of the bills is to give the farmers easy and cheap credit. Farmers had easy

credit in 1918 and 1919 and they found it a pretty costly privilege. When the smash came they found themselves loaded with bank obligations which they could not meet and which were frozen for months. Under the proposed bills the banks handling the funds would be capitalized at \$60,000,000 or more (that being the figure passed in the Lenroot measure) with the privilege of issuing debenture bonds *ad infinitum*. Probably credits of hundreds of millions of dollars will soon be extended. This will certainly cause inflation of values, and the farmers can be sure that the things they buy will be inflated no less than the things they sell. Inevitably, just as was the case in 1920, there will be a reaction, and farmers will find themselves more involved than ever. Easy credit is not the cure for present conditions; but the alternative—work, sacrifice, saving and self denial—is hard to take for a people grown soft with war profits and easy money. This applies not only to farmers, but to all of us.

If the committee can frame a constructive measure out of the three bills in their hands, they should be given credit for an amount of ability and genius which is rare in Washington.

## TURNING A STATE TO SOCIALISM

WHEN Secretary Wallace issued his orders to county agents last year, more or less preventing the activity of agents in promoting and managing co-operative enterprises, the radical element among promoters began devising schemes to carry out their aims in other ways. The first evidence of this activity is contained in the bill, recently introduced into the Oregon legislature, providing for the office of state market agent.

Among the duties of such an agent are that "He shall promote, assist and encourage the establishment of associations and organizations for improving the market relations and services among producers, distributors, etc." You note that this duty is obligatory, in short the agent is a co-operative organizer, paid from state funds partly provided by the men the agent is appointed to put out of business.

He also, upon request, shall act as arbiter, and, to force the parties to accept his decisions, is given the weapon of publicity. No one is afraid of honest publicity, but no one courts prejudiced publicity of a prejudiced arbitration decision. The agent is a political appointee, and if anyone expects decisions free from political bias, they are innocent and unsophisticated indeed.

He shall have the power to call public hearings and may require the production of evidence which becomes public property. In short the state agent can just about dictate who shall sell farm produce and how it shall be sold. As he can also form consumers co-operative associations, he has the retail merchants and jobbers of all commodities at his mercy. The bill offers the greatest opportunity for political shake downs and private graft of any we have seen in a long time.

Oregon is a long way from most of us,



but if the bill is adopted in that state it will probably be adopted as a model for bills in many states east of the Rockies. The whole text of the measure is found on page 545 and deserves careful reading so that you may know what to expect.

## A MAN SPEAKS

DAVID FRIDAY was the smartest man in the Department of Economics of the University of Michigan. It detracts nothing from the ability of others to say that he had the best mind among the younger members of the entire teaching staff of that institution. His reputation extended far beyond the confines of the state.

When he was made president of the Michigan Agricultural College about a year ago his friends expected much of him. They have not been disappointed. A recent article of his will illustrate the point. He said: "There is no use in looking to legislation to remedy the condition of agriculture since legislation can neither plow nor plant"..... "It is not the business of government to legislate in behalf of any class of citizens because they are engaged in any specific calling, no matter how essential the calling may be to the needs and comforts of civilization."

Just remember that this is the utterance of the president of an agricultural college. It sounds rather different from the usual appeal to class prejudices emanating from such sources. When President Coulter of the North Dakota Agricultural College is elected to the Senate, we would like to see Mr. Friday succeed him. Perhaps he could start some straight thinking even in that socialistic community.

## CONTROL OF RADIO

GRAIN dealers at hundreds of stations throughout the country have already learned the value of the market reports broadcasted by radiophone at various intervals from the leading terminal markets. The business of broadcasting has grown to such large proportions that regulation is necessary and a bill is now before Congress giving to the Secretary of Commerce control, by license, of all sending stations. Only by this means can intelligible service be rendered. The "lanes of the air" are already badly cluttered up at times by a multiplicity of messages on the same wave length. As yet the confusion is more pronounced in the evenings when entertainment programs are being broadcasted than in daytime when commercial news is being sent out. But as various business organizations recognize the value of radio service, day messages will become more frequent and control is necessary.

At the present time the service given by the grain exchanges as shown on another page of this issue, is more generous and more widely used than in any other industry. No place in the grain growing sections of the country is so remote that dealers or producers cannot pick out of the air the information as to prices, supply, weather and crop

conditions and other factors necessary to their business. An efficient receiving set is not expensive and the profit and pleasure derived from it is out of all proportion to the cost.

## EDITORIAL MENTION

Calling a business "Co-operative" does not endow it with any inherent virtue, nor guarantee its success.

Pendleton, Ore. dealers want the Bureau of Markets given authority to prescribe discounts for the various grades. Why not have a Federal Nursery Commission to tuck us all in our little beds at night?

While the North Dakota Grain Grading Law is under injunction until the Supreme Court passes upon its constitutionality, grain dealers must give bond of \$10,000 to protect the holders of storage tickets.

The Minnesota legislature has a bill before it authorizing the state to build a system of grain elevators. Minnesota needs state elevators about as much as a state employee needs an alarm clock to warn him of quitting time.

The Canadian Government is investigating an alleged shipping combine on the Great Lakes which controls both freight rates and insurance. More power to you Canada, but we are glad you are paying the expenses of the commission.

In spite of the record amount of grain handled by the railroads this year, the car situation is still acute. It is reported that 25 out of 74 elevators on the Missouri Pacific in Nebraska are closed and that most of the others are operating with difficulty.

To the zealous patriots of various states who put such implicit confidence in governmental regulation or management, we respectfully call attention to the Chicago schools under Mayor William Hale Thompson. This is a conspicuous, but by no means an isolated case.

The Vestal Decimal Weight Bill which has been urged by feed dealers and millers for years, has passed the House of Representatives and has a good chance of becoming law if those interested write to their Senators urging that it be disposed of at this session. There is no opposition and it is just a matter of arousing interest.

Who gets the benefit of line grades on in-bound grain to the terminal market? Of course the farmers and some shippers claim that the market operators get it, but an inspector at a prominent market, who wishes his name withheld, writes us: "The human element will enter into the interpretation of any line grade, with or without a definite tolerance, and as there must be a line somewhere

I am in favor of giving wheat, shelled corn and oats the benefit of the doubt, in the hope that better grades may ultimately be reflected back to the farmer where it belongs."

The legislature of the four Northwestern States are planning to make a united appeal this year for a revision of the grain grades to make them conform to the old Minnesota standards. The trade will probably be subjected to raids on the grades so long as poor stuff is discounted.

There are between five and six million more hogs in the country than a year ago. These will consume 125,000,000 bushels of corn over last year. But there is always a heavy marketing of corn before germinating season starts, even though the total supply is not above requirements.

During the season Montreal handled 154,550,000 bushels of grain, practically all of it for export, as against 111,071,093 bushels handled at New York, the nearest competitor. With a new 4,000,000-bushel elevator this year Montreal may make new records that will make American ports envious.

The Equity Grain Growers Pool with headquarters in St. Paul has had a discouraging experience, only exceeded in its disappointing features by the experience of the farmers who shipped wheat to it. The farmers claim about \$140,000 is still due them. What is \$140,000 compared with all the experience they got?

The spread of dairying and otherwise diversified farming has made it more important for elevator operators to look well into the subject of side lines which can be handled profitably in their localities. There are a great many commodities which elevators have handled successfully, but not all of them would be good for all communities. Think well before adopting a side line, but once adopted make it work for you.

The I. C. C. has ruled that claims for shortage on ex-lake grain shipped to eastern ports must allow for one-eighth of 1 per cent as invisible loss for which the carriers cannot be held responsible. In some cases allowance for invisible loss is justified, in others it is obviously unjust. Perhaps, after all, it is cheaper for shippers to accept the average as a general rule than to go to the trouble and expense of proving that theirs is a special case.

The U. S. Court of Appeals has held, in the case of the H. C. Jones Company vs. Atlantic Transport Company, that in the case of a breach of contract for vessel space at certain date, the damages should be the amount the plaintiff would have been entitled to on the original contract, and not on the amount of a reduced offer made on account of substitution. In other words, if the carrier does not perform its part of the contract it is not up to the other party to make a bargain which would relieve the carrier of part of its loss.



H. H. NEWELL  
Chicago

# NEWS OF THE TERMINAL MARKETS

E. H. BEER  
Baltimore

## OLD OFFICERS RE-ELECTED

The annual meeting of the Montreal Corn Exchange of Montreal, Que., was held the last day in January. All the officers of last year were re-elected as follows: President, Howard D. Straham; treasurer, T. H. Reeves. Board of managers: A. G. Barton, A. E. Clare, F. A. Heywood, J. A. Marshall, W. J. Auley, Henry Quinton, N. C. Stuart. Transportation Committee: W. B. Basham, A. E. Clare, J. A. Marshall, J. B. Trempe.

## BUYERS IN THE MARKET AT MILWAUKEE

Buyers here are all in the market for grain of all kinds and much heavier receipts would sell to good advantage. The elevators are taking all the corn and oats that are offered and the malting trade absorbs all the barley suitable for their requirements. Our mills are taking both rye and wheat and values are comparing very favorably with the outside markets. Everything considered, we feel that the Milwaukee market will afford a good outlet for grain right along.—*E. P. Bacon & Co., Milwaukee, Wis. Market letter of February 13.*

## JOSEPH G. REYNOLDS RE-ELECTED

At the close of January, President Joseph G. Reynolds of the Baltimore Chamber of Commerce read his report at the annual meeting of the Chamber and there being no opposition the following were declared directors for the next three years: A. W. Mears, Frank S. Dudley, Gordon P. White, Eugene H. Beer, William E. Harris.

The new Board of Directors organized January 31 by re-electing Mr. Reynolds, president; John H. Gildea, vice-president. The following Executive Committee was chosen: Thos. C. Craft, chairman; Egil Steen, vice-chairman; A. W. Mears, Gordon P. White, Walter F. McNeal. James B. Hessong was reappointed secretary and treasurer.

## RECEIPTS OF CORN AND OATS LIGHT

Our receipts of corn have been light for some time past and the demand has not been very keen, industries being the best buyers. Business for shipment has been handicapped by embargoes on eastern roads, both for export and domestic purposes. However, export bids have not been in line recently. The conditions prevailing naturally made buyers here independent, and values in our market have not been following the advances in other markets. There has been very little corn bought to come to this market recently, Chicago having been the best bidder for some time past.

Receipts of oats have been light and the demand has not been very active. Southern buyers seem to be filled up, and oats are being offered at much lower prices than could be made from here.—*Mueller Grain Company, Peoria, Ill. Market letter of February 13.*

## JOS. A. SCHMITZ IS CHIEF WEIGHMASTER

The following official announcement was recently sent out by the Chicago Board of Trade:

Joseph A. Schmitz, well known figure in the grain trade, has been appointed official weighmaster of the Chicago Board of Trade. His appointment was unanimously confirmed by the Board of Directors. Mr. Schmitz, for years assistant weighmaster, succeeds H. A. Foss, who died recently after long service as weighmaster.

Importance of the weighmaster's job may in a measure be understood when it is considered that in the last five years the department has handled an average of 551,001,803 bushels of grain a year.

This equals 10 per cent of all grain grown in the United States. A train spanning the continent would be required to hold that much grain.

The weighing department was organized to serve as a medium of settlement between buyers and sellers of grain, grain products and seeds at this center of world grain trade. Its purpose is to furnish weights that are independent of the interests of either party, and also to aid in the equitable adjustment of disputes in which the subject of accurate weights is concerned.

There will be no changes in Mr. Schmitz' staff which consists of trained deputy weighman, supervisors, scale inspectors, clerks and accountants. "The entire grain trade welcomes Joe Schmitz to his new task," said a director of the Board of Trade. "No one is better fitted for the work."

## RECEIVERS ASSOCIATION HOLDS ELECTION

The Receivers Association of the Board of Trade of the City of Chicago recently held its annual meeting and elected officers for the coming year.



GEORGE A. WEGENER

This organization is one of which the Board can well be proud.

Some years ago the men who are interested in handling consignments and grain to arrive, conceived the idea of forming themselves into a body for the purpose of better looking after the interests of the country shippers. Since its organization the Receivers Association has been instrumental in bringing about reforms in the matter of railroad legislation, weighing, inspection, switching charges, etc.

The Association usually holds monthly meetings, at which time a dinner is served and matters of general interest to the trade are taken up for deliberation and possible action. The country shipper is invited to make use of the service which is freely offered by the organization and it is hoped he will more largely avail himself of the advice of members as a body on subjects which pertain to his business. The new officers are: President, George A. Wegener, of Wegener Bros.; vice-president, Edward A. Doern, of Pope &

Eckhardt Company; Directors, Harry S. Carroll of Bridge & Leonard; W. P. Anderson of W. P. Anderson & Co.; Geo. E. Booth of Lamson Bros. & Co.; John E. Brennan, of John E. Brennan & Co.; William Simons of Sawers Grain Company; secretary, George F. Swenson of Adolph Kempner & Co.

## CORN AND OATS SHOULD DO BETTER

Corn market has broadened so that hedging pressure has little effect. Certainly no grain has been given such favorable comment in many months. On every side purchases are advised. Corn appears to be on the up grade with little likelihood of interference.

Oats are much too low in comparison with corn and other commodities. Rye also very cheap with foreign demand lagging just now. Both these grains are almost sure to share in a wheat or corn advance. They stand alone as comparatively far under their real value.—*Southworth & Co., Toledo, Ohio. From Weekly Market Review of February 10.*

## INCREASING WHEAT DISAPPEARANCE

Wheat price suffered a marked decline during last mid-summer, and consequent upon that reduction there has occurred a domestic disappearance of wheat that must shortly attract general attention. To appreciate what this means it may be pointed out that the primary receipts of wheat for the six months July 1 to December 31, 1922, were 10,000,000 bushels greater than during the same period of the preceding year, while our exports were 50,000,000 less and the increase in the visible supply between the beginning and the end of the period was only 19,000,000 bushels in 1922 against 39,000,000 in 1921. It follows therefore that there has been a domestic disappearance, as shown by records of movement and stocks, that is 80,000,000 bushels greater during the past six months than during the corresponding period of the preceding year.

This is a figure too large to be accounted for by any presumption of accumulations at uncounted points or delays in rail movement. Some 10,000,000 of it is represented by recognized increase in mill grindings, but the only tenable explanation seems to be that it has been absorbed in the innumerable small resting places that lie between the farm and the baker's oven or the family flour barrel.—*Bartlett Frazier Company, Chicago, Ill. From Market Bulletin No. 10. Published January 23.*

## NO EMBARGO VIA PENNSYLVANIA LINES

Receipts of corn have been very liberal the past week, in fact heavier than anytime on the crop movement. Many eastern points are embargoed and this has caused many country shippers to take advantage of the Pittsburgh market, which is not embargoed.

Prices obtainable here have been fair and in line with most other markets. The receipts apparently have been disposed of and very little corn going into store. Quality of country shipments has been very good and no complaint regarding corn becoming out of condition.

Receipts of oats are composed of western terminal market oats with few exceptions. Country points are not marketing oats but buyers are few and far between.

Market values here are in line with western terminal market offerings. There is more or less accumulation of oats going on right along with stocks increasing in elevators.

Many western shippers are advising that their



agent informs them that embargoes are in effect on Pennsylvania lines delivery at Pittsburgh. This is erroneous. There positively is no embargo to Pittsburgh market via Pennsylvania lines.—*Harper Grain Company, Pittsburgh, Pa. Market letter of February 13.*

## ON THE COMMERCIAL EXCHANGE OF PHILADELPHIA

The old officers were re-elected to serve for 1923 at the annual meeting held recently on the Commercial Exchange of Philadelphia. These are: Walter K. Woolman of S. C. Woolman & Co., president; George M. Richardson, general superintendent and treasurer of the Philadelphia Tidewater Terminal, vice-president; E. H. Price, head of the Klauder Feed & Coal Company, treasurer. Ambrose B. Clemmer was reappointed secretary for the tenth consecutive year.

Directors chosen to serve for two years are Wm. M. Richardson, president of the Philadelphia Export Company; Albert L. Hood of E. Dunwoody Company; Thos. K. Sharpless of Brey & Sharpless; Hubert J. Horan; D. J. Murphy; E. Rice Jr., of Rice Unrub Company; one year term, Howard F. Brazer of Wm. P. Brazer & Sons.

## THE ELECTION AT CINCINNATI

The annual election of officers on the Cincinnati Grain and Hay Exchange, Cincinnati, Ohio, was held in January and the following were chosen to serve for the coming year.

President, John De Molet of De Molet Grain Company; first vice-president, R. S. Fitzgerald of Fitzgerald Bros. Company; second vice-president, B. H. Wess of B. H. Wess Grain & Coal Company; secretary, Elmer H. Heile of Cincinnati Grain & Hay Company; treasurer, Frank L. Watkins of Cleveland Grain & Milling Company. D. J. Schuh was re-elected executive secretary.

The new directors chosen for the three-year terms were: Fred M. Scholl, Robert L. Early, H. E. Richter, Ralph H. Brown, Elmer H. Heile, W. R. McQuillan.

President De Molet appointed the following chairmen of the various committees for 1923. Arbitration, H. Lee Early; Auction and Call, Elmer H. Heile; Custodian, H. E. Richter; Corn Discount, E. B. Terrill; Entertainment, W. B. Riley; Executive, John De Molet; Finance, F. L. Watkins; Grain Inspection, F. F. Collins; Hay Inspection, Sherman J. Boss; Oats Discount, W. R. McQuillan; Rules, H. E.

demand which has taken corn to the highest prices on spot since December 1920. Feeding has been much heavier than usual in the East this winter and there will be a good demand for feeding for at least the next six weeks so that with receipts running below normal for this season of the year we look for a very active market here during the balance of the winter.

Oats have ruled extremely dull for several months but the demand is now picking up and we believe will continue to improve from now on right into the Spring.—*J. G. McKillen, Inc., Buffalo, N. Y. Market letter of February 13.*

## CHANGES IN MEMBERSHIP

*Chicago.*—The following have recently been admitted to membership on the Board of Trade: Charles E. Gifford, James Alva Harrison, Gilbert

Gardiner B. Van Ness, N. B. Updike, A. M. Geering, Joseph Stolz, deceased; an additional certificate has been granted E. G. Hadden. Reported by Secretary H. A. Plumb.

*Duluth.*—A. A. Jewett and E. J. Wenzel were recently elected to membership on the Board of Trade. George Alt and R. C. Schiller have withdrawn their memberships. Reported by Secretary Charles F. Macdonald.

## BERT BOYD'S LATEST

Bert Boyd, the Irrepressible of Indianapolis, is going to treat all his friends to a free basketball game. At least that is what you would gather from a hasty glance at the green tickets which Bert has been passing out to all his friends lately. But a careful reading of the ticket, which we reproduce herewith will show that the Indianapolis

Admit one if masked and exhibiting a Razor, Gun or Brick

## GREAT BASKET BALL GAME

March 17

K. K. K.

vs.

K. C.

To be played at  
COLORED Y. M. C. A.

Benefit of  
JEWISH RELIEF

(Over)

## ADMISSION—FREE

to every consignor of GRAIN to

BERT A. BOYD GRAIN CO.

The Indianapolis Commission House

"Consignments Our Hobby"

BERT BOYD'S GREAT BASKET BALL GAME

H. A. Rech, Fred J. Gelderman, Charles R. Gilbert, Howard H. Logan, Freeman Hinckley, Richard E. Carey, Herman A. Borchardt, Oliver G. Owens, Bert T. Dow and Clarence R. Mumford. These transfers were made: R. H. Upsall, J. H. Mayer, H. H. Alvord, Jr., W. H. Magill, Estate of George R. Nichols,

dealer is just having another of his little jokes, and a good one too. But why did he call it a "basket ball game?" Battle-royal would come closer to it.

## CLEVELAND GRAIN EXCHANGE ELECTS OFFICERS

At the annual meeting of the Cleveland Grain and Hay Exchange, Cleveland, Ohio, held January 15, 1923, Ernest G. Hart, president of the Lake Shore Elevator Company, was elected president of the organization for the year 1923, George Schmitt, of the Nickel Plate Elevator Company, vice president, C. W. Fairchild, of the Fairchild Milling Company, treasurer, and F. J. Vasek, secretary.

The Board of Directors consists of Ernest G. Hart, George Schmitt, C. W. Fairchild, A. A. Kemper, W. C. Seaman, F. E. Watkins and E. I. Bailey.

The meeting was held at the Cleveland Athletic Club at a dinner, and the retiring president, A. A. Kemper, reported a very successful year for the Exchange.

## LESS FOREIGN DEMAND FOR WHEAT

Economic conditions abroad do not warrant the belief in any substantial increase in the foreign demand. Hand-to-mouth buying and cheaper prices elsewhere have already resulted in a lessening of our exports to the extent of 45,000,000 bushels so far this season, which is doubly impressive in the face of a 40,000,000 bushel larger production. The importance of the decreased foreign buying power is further emphasized when it is considered that Europe produced 200,000,000 bushels less wheat in 1922 than the year previous. The feeding of some 12,000,000 Germans in the "Ruhr" may develop upon the French, but the occupation is a very expensive undertaking and it is doubtful that France will or is in a position to supply the Germans with more wheat bread than they have been accustomed to under post-war conditions. World's shipments last



PRESIDENT AND NEWLY ELECTED DIRECTORS CINCINNATI GRAIN AND HAY EXCHANGE  
R. L. Early, H. E. Richter, W. R. McQuillan, E. H. Heile, Fred W. Scholl, President John De Molet, Ralph H. Brown

Richter; Rye and Barley Discount, Max Blumenthal; Weighing, A. M. Braun; Wheat Discount, W. G. Steuve.

Further particulars of the annual meeting are given in our Cincinnati news letter in this issue.

## IMPROVED DEMAND FOR CORN

The embargoes existing on eastern railroads during the past four weeks materially curtailed the volume of business in this market during that period. These embargoes have been removed or modified now, however, so that it is possible to ship to most of the eastern territory again and this has been reflected during the past week by an improved

Benj. Fleisher, George L. Wrenn, A. C. H. Cromer, John C. Maxwell, Wm. H. Gallagher, Estate of J. F. Dow and Estate of W. R. Mumford. Wm. M. Fible and Wm. G. Dilts were suspended. Reported by Secretary John R. Mauff.

*Cincinnati.*—A. C. Gale, Murray Eisfelder, Clarence A. Russell, Paul Van Leunen and William Niemeyer were recently suspended from membership in the Cincinnati Grain & Hay Exchange. Reported by Executive-secretary D. J. Schuh.

*Milwaukee.*—New members in the Chamber of Commerce are: Theodore Edwards, Ernest Gonzenbach, William C. Engel and Fred E. Schueler. The following memberships have been transferred:



week were 2,000,000 bushels in excess of expectations. Supplies on ocean passage increased 3,500,000 bushels, the total being 9,000,000 bushels larger than last year.—*J. Rosenbaum Grain Company, Chicago. From late market letter.*

## SOFT RED WINTER SCARCE AT INDIANAPOLIS

Soft Red Winter wheat is getting to be a very scarce article and is selling in our market at fancy premiums. We look for a further advance in the premiums in this particular grade of wheat.

We are having an excellent demand for all grades of corn. White corn is selling at 1 cent premium over Yellow, and Mixed at about ½ cent discount under Yellow. There is a very light movement of grain from Indiana points at this time, due to heavy feed and quite a little corn being sold each day to interior feeders. Oats continue to sell here at a premium over other western markets, with an excellent demand for heavy No. 2 White fit for seed purposes. All grain prices seem low to us as compared with the price of other commodities.—*McCardle-Black Company, Indianapolis, Ind., in letter of February 13.*

## MILLERS GOOD BUYERS OF SOFT WHEAT

We are having a splendid demand here for soft wheat and especially the better grades of soft wheat. Today the market was about 3 cents higher and all of the desirable offerings absorbed early in the session. There is a large amount of off grade heat damaged wheat here that is a slow sale at all prices. All the good samples of hard wheat though, sold well, and, in fact almost any class of hard wheat seems to be selling at fairly good prices, but the off grades of soft wheat are the ones that suffer. Receipts continue to run a little above normal and it looks to us right now as though all of this wheat will be wanted by the soft wheat millers.

Corn was a little easier today and from the indications of the run of corn and the amount of corn offered here from the West, we will have some little recession in this corn price. The quality of the corn is good and most of this western Iowa and Nebraska corn is grading No. 2.

Also a good demand for oats and the Iowa oats now are beginning to run in here more freely than they have for some time. We look for a continued good demand for oats, although the outside shipping demand is not as brisk as it was a short time ago.—*Elmore Schultz Grain Company, St. Louis, Mo. Market letter of February 13.*

## TERMINAL NOTES

The Rothschild Grain & Commission Company has succeeded the Rothschild Brokerage Company at Fort Worth, Texas.

Gaudy Mayfield of Rogers & Mayfield Company, Chicago, Ill., returned recently from an extended visit to England and the continent.

Dean, Onativia & Co. of Chicago, Ill., have been joined by John H. Coyne, who is now manager of their bond and investment department.

F. W. Donaldson has closed out his grain commission business at Chicago, and has formed a connection with Bartlett Frazier Co.

Ralph Vestal, recently manager of the Dilts & Morgan grain office at Salina, Kan., has taken charge of the Salina office of Goffe & Carkener.

The Service Grain Company of Salina, Kan., has discontinued business and W. A. Talbot of the firm has joined the Robinson-Wyatt Grain Company.

O. F. Bart, recently connected with a grain firm at Kansas City, Mo., has removed to Cedar Rapids, Iowa, to become vice-president of the National Oats Company of that city.

H. C. Gamage, manager of the wheat department of the Moore-Seaver Grain Company of Kansas City, Mo., spent the first week in February visiting among the mills of Texas.

W. L. Beedy of the Sperry Flour Company, San Francisco, Calif., was recently elected chairman of the committee on grain governing body of the grain trade association of the San Francisco Chamber of Commerce. Others members of the committee are: A. J. Ames of Gurrsey Ames Grain Company; Juda Newman of Newman Bros.; J. S. Crew of Albers

Bros. Milling Company; E. Clemens Horst of E. Clemens Horst Company. Henry C. Bunker was re-elected chief inspector and Miss D. Belknap, secretary of the Grain Trade Association.

Jacob H. Pfeiffer, who succeeded the late W. E. Marshall as representative of the Churchill Grain & Seed Company at Buffalo, N. Y., has been admitted to membership in the Buffalo Corn Exchange.

John J. Lowitz and Richard E. Carey have been admitted to partnership in the grain and stock firm of E. Lowitz & Co., of Chicago, and A. J. Barrett and Frank J. Bittel have retired from the company.

H. L. Daunoy of the grain exporting firm of C. B. Fox Company, of New Orleans, La., stopped off in Chicago this month to visit his friends "on Change" after a business trip to New York and points in the East.

Fred C. Vincent, vice-president of Simonds-Shields-Lonsdale Grain Company of Kansas City, Mo., will sail from New York with Mrs. Vincent, on February 17 on a visit to Italy and countries in Europe.

The Saf-T-Feed Company has been organized at Milwaukee, Wis., to manufacture and deal in feeding stuffs. Capitalization is \$15,000 and incorporators are Leopold Karger, Edw. B. Lemon and George H. Mass.

J. E. Miller, formerly representing Elmore-Schultz Grain Company of St. Louis, Mo., is now traveling in Iowa for the McClelland-De Armond Grain Company. He makes his headquarters at Des Moines, Iowa.

The Dadmun-La Budde Company of North Milwaukee, Wis., has been organized with a capital stock of \$50,000 to deal in grain, cereals, feeds, etc. The incorporators are Bentley Dadmun, Edward F. and Le Roy La Budde.

The Urmston Grain & Seed Company of Indianapolis, Ind., recently incorporated with a capital stock of \$200,000, has taken over the property of the Urmston Grain Company which operated a line of country elevators in Indiana.

A. C. Gale, recently of A. C. Gale Grain Company, Cincinnati, Ohio, which was absorbed by the Early & Daniel Company, will become associated with the Le Molet Grain Company and will look after the milling wheat business of that firm.

Fisher & Fisher Grain Company is a new grain house to engage in business at Kansas City, Mo. G. L. Fisher, C. V. Fisher and Max Moritz are the incorporators. The capital stock is \$20,000 and offices are in the Board of Trade Annex.

The A. W. Scott Company, leading grain and hay dealers of San Francisco, Calif., has absorbed the San Joaquin Wharf & Warehouse Company of Stockton, Calif., and established a branch office in that city located at 12-14 West Weber avenue.

A banquet was given recently by the Toledo Produce Exchange of Toledo, Ohio, to Kenton D. Keilholtz of Southworth & Co., in celebration of his re-election to the office of president of the Exchange. Jesse D. Hulburt presided as toastmaster.

Jesse C. Stewart of Jesse C. Stewart Company, of Pittsburgh, Pa., was a brief visitor on the Chicago market in January, stopping over on his way to Kansas City, Mo., where he attended a branch managers meeting of the Larabee Flour Mills Corporation.

William Grettum & Co., grain merchants of Duluth, Minn., recently filed a voluntary petition in bankruptcy in the United States Court. Liabilities were listed as totalling \$118,871 with assets amounting to \$214,996, of which amount \$26,400 was claimed exempt.

The Early & Daniel Company of Cincinnati, Ohio, receivers of hay and grain and manufacturers of special feeds, recently took over the business of the A. C. Gale Grain Company and the Fairmount Elevator & Warehouse Company of Cincinnati. The reorganization of the Early & Daniel Company is also contemplated and its capital stock will be increased from \$350,000 to \$1,500,000. The Early & Daniel Company have a modern elevator at Sixth street and the Big Four Railroad, and the ac-

quisition of the Fairmount Elevator & Warehouse Company property will give a total capacity of 750,000 bushels. A more extended notice of this important transaction appears in our Cincinnati letter in this issue.

George A. Aylesworth, formerly identified with the grain trade of Kansas City, Mo., and for the past four years vice-president of Aunt Jemima Mills Company, St. Joseph, Mo., has resigned that office to become the editor of the *Progressive Grocer* published by the Butterick Publishing Company of New York City.

The Bert A. Boyd Grain Company of Indianapolis, Ind., has sent out to the trade some novel radio equipment which are no more nor less than an appendage for the ears, known as radio ears. The company, however, concedes that the extra ears are not necessary to hear the good news on grain consigned to Bert A. Boyd Grain Company.

The Board of Trade Clerks Fellowship Club of Chicago, Ill., elected officers at the recent annual meeting of the club as follows: William Hall, president; Jas. Murray, vice-president; W. B. Fenton, secretary and treasurer. Directors are: Jas. Begley, George Bacon, Herman Schock, Roy Burke, Frank Worack, W. J. O'Brien, Ed. Coultry, Sol Seigman, Art Dallard.

The Union Starch & Refining Company of Edinburg, Ind., has purchased the old Corn Products plant at Granite City, Ill., and commenced operating it the middle of January. From 10 to 15 cars of corn are ground daily which is a boost for St. Louis merchants corn business. The McClelland-De Armond Grain Company has been the buyers of the corn for the plant.

The Canada Grain Export Company, Ltd., has just been organized with headquarters at Vancouver, B. C., and branches and agents in the world's principal grain and flour markets. The head of the firm will be Robert McKee, for the past few years director and general manager of the Vancouver Milling & Grain Company, Ltd. The new company will deal exclusively in the export of grain, flour and feeds.

Philip C. Sayles has purchased the interest of Edward D. Smith in the Smith-Sayles Grain Company of Columbus, Ohio, becoming sole owner. The business will be continued for the time being under the old firm name. The firm had a very successful year in 1922 and under the enterprising and energetic management of Mr. Sayles will undoubtedly score additional new records the coming year.

The J. Rosenbaum Grain Company of Chicago, Ill., one of the largest grain houses of the country and controlling an elevator storage capacity of 12,350,000 bushels of grain has reorganized as the Rosenbaum Grain Corporation. The capitalization of the new concern will be 72,500 shares of 50 par preferred stock and 50,000 shares of no par common. It is stated that the preferred stock will be offered to the public at \$51 per share and a participating feature carried by the preferred stock will provide that in any 12 months' period beginning February 15 in any year, in which dividends aggregating \$4 a share may have been paid on the common stock, the preferred stock will be entitled to participate equally in any further distribution of dividends. In the last seven years, it is stated that the company has earned after Federal taxes, \$889,371 annually, or more than five times the preferred stock dividend requirements. During the last three years annual earnings averaged \$1,332,361 or 4½ times preferred dividend needs. The property of the new organization will consist of 19 elevators and seven other elevators will be leased and operated. There are no liens, mortgages or funded debt liabilities of any kind. The stock to be offered is 8 per cent cumulative and non-callable. The new company is the first one of its kind to offer stock, making a public corporation out of a grain company, and the action is along lines of other firms recently, in which stock has been closely held. Application will be made to list the stock on the New York and Chicago stock exchanges. E. F. Rosenbaum, president of



the J. Rosenbaum Grain Company, will be president of the new organization and E. S. Rosenbaum will continue as vice-president and manager.

### HEAT DAMAGE IN WHEAT

Secretary E. J. Smiley of the Kansas Grain Dealers Association has sent out the following bulletin on Heat Damage, which will be of interest, particularly to dealers in the Southwest, where this subject has been so vexed:

"We are certainly pleased to announce that the Board of Review of the United States Department of Agriculture has materially changed their interpretation of what actually constitutes heat damaged wheat, and have notified all district offices, who in turn have notified chief grain inspectors and licensed inspectors, of the changes made. We quote from a letter received from R. T. Miles, in charge of general field headquarters at Chicago, under recent date, explaining the changes:

Mr. R. D. Jarboe has advised this office that you have requested a copy of the present interpretation that is used as the basis for determining heat damaged kernels of wheat for inspection purposes. The interpretation of heat damage has been conveyed by the Board of Review to our district offices through the medium of illustrative samples. It is my understanding that you reviewed the samples that were furnished to the Wichita office, and I am sure that you were able to gain an understanding of the present interpretation of heat damaged from the actual kernels better than would be possible from a written explanation of the interpretation. However, for your information there is quoted below an excerpt from a memorandum that accompanied the heat damaged samples that were furnished to the district office: "There is being sent you, under separate cover, a 25 grain sample of heat damaged (distinctly discolored) wheat, which, for inspection purposes, represents the opinion of the Department as to what is heat damaged wheat. You are to use this lot of wheat as a permanent guide in making determinations for heat damaged, picking out only such kernels as are burnt or discolored to the same relative degree as illustrated by this sample. This sample represents a composite separations from many lots of Hard Red Winter, some burnt in "header" stacks, others bin-burnt. A similar portion is being sent to other district officers and a file portion retained by the board who will use it as a guide in reviewing samples submitted on which heat damaged is a grading factor. Study this lot of wheat carefully and insist that such analysis in your office does the same. Arrange and rearrange the sample under different lights until this type is established in your minds as heat damaged. In order that you may have a thorough understanding of the Department's policies in the administration of the Grain Standards Act, I shall suggest to Mr. E. L. Morris that he arrange to call on you at Topeka to discuss several pertinent questions that have come before us, and in which you have been interested.

"I was shown the samples by Mr. Jarboe while in his office in Wichita, referred to in the above letter, and I am very sure that it will be easy for any grain man to determine heat damaged kernels when making purchase. Don't get the idea that there is no heat-damaged wheat. Considerable of the wheat that was harvested with the combined harvester and thresher, carrying a heavy moisture content and thrown into the farmer's bin without the proper ventilators, shows a large number or per cent of actual heat damaged kernels from fermentation. These berries are a cherry red in color, and are easily distinguished from what is more commonly known as 'header' wheat, or 'skin burnt' kernels.

"We are still of the opinion, however, that the percentages should be changed in the numerical grade of heat damage. We do not believe that the miller would object to one-half per cent of actual heat damaged wheat for milling purposes and will still recommend to Secretary of Agriculture Wallace that the grades Nos. 1 to 3 inclusive be permitted to carry one-half per cent of heat damage, and No. 4, 2 per cent, and No. 5, 4 per cent. Would be pleased to hear from members of the Association as to whether they favor this change. Before passing this subject, I want to say that great credit is due J. S. Hart, chief grain inspector of the State of Kansas, for his determined fight in bringing about a change in determining what actually constitutes heat damage in wheat. He used every possible effort to convince Secretary Wallace of the injustice done the producers and grain dealers of Kansas, and failing, he issued instructions to all inspectors under his jurisdiction to disregard the

rule of the Board of Review, and notified Secretary Wallace of the action taken, and we believe that it was largely through his efforts that this change was brought about. If this new ruling stands and we assume that it will, it will mean that thousands of dollars will be added to the value of wheat remaining back on farms in the Southwest, and ob-

viate further heavy losses to local elevator operators. We feel that we have done our full part in bringing about this change and know that every member of the organization will profit by the change. This should convince every elevator owner and operator of the benefit of organization; as individuals we are helpless."

## TRADE NOTES

Congratulations were showered upon Mr. and Mrs. Henry Gorndt of Silver Creek, N. Y., recently in the celebration of their golden wedding anniversary. Mr. Gorndt has been many years associated with the Invincible Grain Cleaner Company of that city.

The Kennedy Car Liner & Bag Company of Shelbyville, Ind., suffered a loss from fire recently. Orders, however, for the famous Kennedy Car Liners which are used so extensively by shippers for preventing loss of grain in transit, are being filled with the usual promptness.

Fairbanks, Morse & Co., of Chicago, Ill., are planning to enlarge their manufacturing facilities at Indianapolis, Ind., to take care of their increasing business at that point. With this end in view they have negotiated for the purchase of the abandoned Marion County Workhouse property.

The International Sales Company of 832-833 Hearst Building, San Francisco, Calif., has been organized to promote the export sales of American products. The company will establish its central foreign sales office in Shanghai, China, from where its foreign sales policies will be directed.

The Morse Chain Company of Ithaca, N. Y., have removed their Detroit branch office to 7601 Central avenue where greatly increased facilities will be afforded for supplying the trade with Morse Frictionless Rocker Joint Chains, Morse High Speed Silent Running Flexible Gearing and power transmission.

S. T. Edwards of S. T. Edwards & Co. of Chicago, specialists in feed system engineering, has been appointed construction engineer of the new feed plant to be built by the Mountain States Packing Company, Denver, Colo. E. S. Scott of the Northwest Engineering & Construction Company of Portland, Ore., will be associated with Mr. Edwards in the construction of the plant.

The Standard Conveyor Company of North St. Paul, Minn., has purchased all the rights, titles and patents and taken over the business formerly owned by the Brown Portable Conveying Machinery Company of Chicago, Ill. The company manufactured and sold a line of portable, sectional, piling, elevating, conveying, loading and unloading machinery for the handling of packed and loose products. It operated this entire line for the past 10 years at its factory at North Chicago, Ill., which will be now run by the Standard company.

The Sykes Company has removed from its old location at 930 West Nineteenth place to its own new building at 2300 West Fifty-Eighth street, Chicago. This company has been represented before the grain and mill trades for years as manufacturers of fabricated steel products, their principal lines for these trades being tanks, stacks, hoppers, elevator legs, corrugated sheets, coal chutes and screens, etc. The change in location and larger factory accommodations was made necessary by the business expansion and demand for their products which has grown very largely during the past few years.

Charles Piez, president of the Link Belt Company, Chicago, Ill., made a very interesting address on the subject, "Some Problems of the Day" on January 22, at the annual banquet of the Engineers Society of Western Pennsylvania at Pittsburgh, Pa. Mr. Piez urged a greater interest and activity by engineering societies in governmental problems which today needed the trained thought which engineers would be able to bring to them. He spoke of the

scarcity of labor due to restriction of immigration and the problems of the coal industry, and suggested the formation of an engineering bloc which should become real members of the political bloc family and aid in opposing aggressive assertion of selfish interests with sound economic reasoning and unselfish purpose.

Leghorn, Italy, is to have a large cement grain elevator ready by next April for the storage, cleaning and handling of wheat; the capacity is 12,000 tons or 440,000 bushels. The unloading from ships will be at the hourly rate of 3,600 bushels of wheat. Automatic scales of the "Kronos" type are used, all the mechanical equipment having been obtained from the firm Amme-Gieseke, Konegen of Braunschweig. It is planned to add another unit; thus the double capacity. According to Consul Lucien Memminger, Leghorn is an important port for the importation of wheat for use in making macaroni. In 1921, 93,541 tons of wheat and 4,463 tons of rice were imported from the United States.

The Strong-Scott Manufacturing Company of Minneapolis, Minn., has received the contract from the Quaker Oats Company, Chicago, Ill., for installing the third unit in their flour mill at Peterborough, Canada. It will have a capacity of about 1,200 barrels of wheat flour daily. The Strong-Scott company equipped the first two units in the Peterborough plant several years ago. The new equipment will consist of Great Western Roller Mills and Sifters, Minneapolis Ball Bearing Centrifugal Reels, Minneapolis Purifiers, Invincible Grain Cleaning machinery and packers, and S K F Ball Bearing Transmission Equipment. Work has already begun and will be pushed to completion with the least possible delay.

The Barnard & Leas Manufacturing Company of Moline, Ill., manufacturers of the well known Barnard-Moline line of flour, feed, corn, rice and cereal mill and grain elevator machinery is offering a new type of middlings mill called the Barnard-Moline Angle Mill. It is designed to pulverize all flaky stock and ragged, irregular middlings which have been only partly reduced. The machine puts this stock into such shape that a very large percentage will readily bolt through flouring silks, and the middlings remaining are put in excellent shape for reduction on rolls. The Angle Mill is described and illustrated very fully in a recent folder, which contains a reproduction of a letter from a well known miller, operating a 1,500-barrel mill in Iowa, who has been operating one of the machines for more than two years. He states in his letter that one machine is handling one-half of the fifth middlings stock in his mill and reducing 75 per cent to flour, and that he has, when necessary, thrown the full stream on this one mill, and that it handled the full stream satisfactorily.

### A GOOD CUSTOMER

An analysis of British trade figures for the year 1922 based on a cable from Alfred P. Dennis, special representative of the Department of Commerce, shows a gratifying increase in the demand for American foodstuffs as over the previous year. There was a slight increase in wheat purchased from the United States and takings from Canada show a gain of barely 7 per cent over those of 1921, while the total wheat imports reflect a gain of about 20 per



cent over 1921. The imports of American corn were 29,500,000 bushels, or more than double those of the previous year, and nine fold the imports of 1920. Throughout the year American corn consistently undersold the corn from Argentina for the first time in many years. The sales of American oats were of less importance, but nearly seven fold greater than in 1921. The total barley imports were down by about 20 per cent, with American purchases suffering correspondingly.

With business betterment and decreasing unemployment, the outlook is bright for an increase in the British demand for American foodstuffs during the current year. Until the next harvest is realized, southeastern Europe will be a negligible source of supply for wheat and corn, though a considerable surplus of Rumanian barley may be drawn upon in the event the export taxes are lightened.

### OREGON CONSIDERS SOCIALISM

There has been introduced into the legislature of Oregon a bill which is the opening gun for the complete socialization of the industries of the state. The bill's sponsors do not call it socialism, but judge for yourself:

#### HOUSE BILL NO. 136

A bill for an act to provide for the office of state market agent of the state and prescribe his powers and duties.

Be it enacted by the people of the State of Oregon:

Sec. 1. There is hereby established the state market agent.

Sec. 2. The powers and duties invested by this act in the state market agent shall be as follows:

(1) He shall act as adviser to producers, distributors and consumers, when requested, assisting them to the best of his ability in the economical and efficient distribution of food products and agricultural implements produced, manufactured, processed in or transported into the State of Oregon.

(2) He shall gather and disseminate by means of bulletins or press notices, impartial information concerning supply, demand, prevailing prices, commercial movements within the state, from within out of the state, and from without into the state, including quantities in common and cold storage of any such commodities; and he shall prepare and give out for publication a daily market report of representative prices based on actual sales of grain, hay, potatoes, livestock, dairy products, poultry products and such other agricultural products as in his judgment may best serve the producers and consumers of the state.

(3) He shall promote, assist and encourage the establishment of associations and organizations for improving the market relations and services among producers, distributors and consumers, of any such products, and shall especially protect and conserve the interests of the producers and consignors of such products.

(4) He shall investigate complaints, and upon request, act as mediator or arbitrator in any controversy or issue that may arise among producers, distributors, and consumers of such products and in case the parties to the dispute fail to reach an adjustment, he may make his findings public.

(5) He shall co-operate with the directors and managers of all associations established under the co-operative laws of Oregon and they shall submit to him upon blanks which he shall furnish, such reports as may be necessary to obtain a clear record of their business. Where any such business appears to be in an unsatisfactory condition he shall do all within his power to protect the interest of members and patrons.

(6) He shall foster and encourage the inspection, grading, standardizing, labeling and branding of all such products and shall exercise all the rights, powers and duties vested by law in the public service commission under Chapter 333 of General Laws of Oregon of 1917 and amendments thereto, being Sections 6112-6159, Oregon Laws.

(7) He shall promote the standardization of packages and containers for such products. All duties required by law to be discharged by the state treasurer in his capacity as the state sealer of weights and measures, the deputy state sealer of weights and measures and their representatives and employees shall hereinafter be discharged by the state market agent, and all laws and regulations now or hereafter enacted relative to weights and measures, and to other standards of quality, shall apply to said state market agent in the same manner and to the same effect as they formerly applied to said state sealer of weights and measures, deputy state sealer of weights and measures, their representatives and employees.

(8) He shall certify for the protection of owners, buyers, or creditors, when so requested, samples and warehouse receipts for any such products, verifying quantities and qualities thereof, and he shall charge for such services such fees as he shall deem sufficient to make this service self-supporting.

(9) He shall grant, upon request, such assistance as may be within his power, to co-operative associations

and other distributing agencies, in perfecting and standardizing their accounting systems, and shall charge for such services such fees as he shall deem sufficient to make this service self-supporting.

(10) In co-operation with the public service commission, he shall use his best endeavors with all transportation agencies to secure for such products better rates and services.

(11) When requested, he shall assist communities in determining the feasibility of establishing and maintaining public markets.

(12) By means of preliminary surveys, he shall, upon request, aid farmers and others in determining the feasibility of forming co-operative associations, and when in his opinion, the evidence seems to show that such associations have a fair chance of succeeding, he shall assist their prospective members in the various steps necessary to establish their organization.

(13) In co-operation with the agricultural college and the federal bureau of agricultural economics, he shall assist in collecting, assembling and disseminating statistics bearing upon the market conditions of any such products.

Sec. 3. In the exercise of the various powers and duties herein invested in the state market agent, he shall use his best judgment in the expenditure of his funds and efforts to secure the most needful results from the forces and funds at his disposal.

Sec. 4. In order to avoid duplication of effort and to secure co-ordination among the various agencies work-

sealer of weights and measures, the deputy state sealer of weights and measures, and their officers and employees; and such additional funds as may be available under this act or any amendments thereto.

Sec. 9. When this law becomes effective, the governor shall appoint the state market agent, fix his compensation and hold him responsible for the efficient performance of the duties of his office as herein prescribed.

Sec. 10. The state market agent shall make and submit to the governor on or before the first day of December of each year a report containing a full account of the transactions, proceedings and financial conditions of his department for the preceding fiscal year, together with such other facts, suggestions, or recommendations as he may deem of value to the people of the state or to the future conduct of his department.

### SEAGER WHEELER—CANADA'S WHEAT WIZARD

BY EARLE W. GAGE

Canada regained the wheat championship of the continent at the Grain and Hay show held in conjunction with the International Livestock show here. When R. O. Wyler of Luseland, Sask., won the coveted prize, it marked Canada's eleventh win in 12 years of international competition



SEAGER WHEELER AND TWO OF HIS TROPHIES

ing for the ends herein sought, the state market agent shall become a member of the Oregon co-operative council and shall work in close harmony with the bureau of agricultural economics of the United States Department of Agriculture and with the Oregon Agricultural College.

Sec. 5. All unexpended funds, material, equipment and other property acquired by the public service commission under the provisions of Chapter 333 of the General Laws of Oregon of 1917, and all property and funds pertaining to the work performed by the office of the state sealer of weights and measures, shall upon the going into effect of this act, be transferred to the office of the state market agent.

Sec. 6. In order to secure the information necessary to perform and exercise the duties and powers conferred upon the state market agent by this act, he shall have the power to require the production of evidence in any public hearing or delivered privately in accordance with blanks and instructions furnished by him, and to administer oaths to any persons appearing before him.

Sec. 7. All evidence collected from private individuals, firms, corporations and co-operative associations shall be regarded by the state market agent as strictly confidential except when the evidence is brought out in public hearings. Such evidence shall be used in statistical tables and bulletins of information compiled in such a way as shall not disclose the identity of any person, firm, corporation or co-operative association.

Sec. 8. The state market agent shall be financed by the funds now at the disposal of the public service commission under Chapter 333 of the General Laws of Oregon of 1917, Sections 6112 to 6159 of Oregon Laws; and the funds made available for the work of the state

against the best wheat growers of North America.

The first break in Canada's record came last year when G. W. Kraft of Bozeman, Mont., kept the honor in the United States. Canadian growers found consolation on that occasion in the fact that the Montana prize wheat was produced from seed grown by Seager Wheeler. The latter, the famous wheat wizard of Saskatchewan was among the exhibitors at the recent International Livestock and Grain show at Chicago but won only a minor prize. It was explained that his grain has been cut while slightly green and had shrunk.

Seager Wheeler is the man who has justified the assumption that the world's choicest wheat is grown here in North America. This premier wheat grower of the continent has received the distinction of champion among the world's wheat producers, and his product is considered unexcelled the world over.

Wheeler, working in a quiet and persistent way, on his little farm not far from Rosthern, Sask. has been able, "working with the plant," to achieve the record wheat production of 82 bushels per acre. In international expositions he has won the world's championship five times. Men like Seager Wheeler will be found on the front pages of history, when the story of our day is written, and



civilized posterity re-writes history and puts wars where they belong—on the back seat.

If you should visit, as we did, central Saskatchewan, in the Saskatoon country, make it a point to go out and see Wheeler. You will find yourself many times repaid for the trip, in the fund of knowledge you will acquire in superior methods of plant production. You will not find Wheeler surrounded by thousands of acres of golden grain, nor boasting that the lines of his farm are so distant that he finds it necessary to use a flying machine to journey from field to field. You will find, however, a short, stocky man, bald-headed, abundant mustache, attired in suspenders and collarless shirt, laboring in a small grain garden—doing a small job in a big and thorough-going way. This, linked with hard work, is the secret of Seager Wheeler's great success as America's greatest farmer.

Mr. Wheeler is a native of the Isle of Wight, a small island off the south of England, often called the "Garden of England." He came to Canada in 1885 to join his uncle, who was farming at Clark's Crossing, north of Saskatoon. Young Wheeler was then 16 years of age, and his uncle's farm at the time was more than 200 miles from the nearest railway. Western Canada was a new empire to be conquered, and so both youths started out together toward success. Wheeler was a town-bred lad, and had had no previous experience in farming.

Part of the time between his arrival in Saskatoon and 1889, when he took up a homestead of his own, young Wheeler helped his uncle on his farm and worked as a clerk in the country store. In 1889 he took up a homestead adjoining that of his uncle, and lived there until 1897. Although untrained as a farmer, Wheeler soon conceived, even in those early days on his lonely homestead, the idea of selecting choice oats each fall, from his plots in order to provide himself with seed for the following year.

Not being entirely satisfied with the quality of the soil on the homestead, he began to investigate elsewhere and finally purchased a quarter section of 160 acres near Rosthern at \$3 an acre. He still occupies this farm, having been there 33 years. And he is producing a higher yield of wheat on this farm than he did in the earliest years.

In those early days, farming in western Canada was a discouraging proposition. The country was new and the farmers were new, and neither seemed able to work together. Mr. Wheeler started with Red Fife wheat, and his crop was frozen two years out of three. Nevertheless, he was always selecting the best heads from his fields each fall and constantly changing his seed in an effort to find some that would ripen earlier. About 18 years ago he obtained 10 pounds of Preston wheat from the Central Experimental Farm at Ottawa. This wheat ripened much earlier than Red Fife, and produced 60 bushels to the acre. He stopped growing Red Fife, and carefully selecting and improving his seed each year, finally obtained what he considered the purest strain of Preston wheat.

In 1911, Mr. Wheeler received from Dr. Charles Saunders, the Dominion cerealist, a five-pound sample of Marquis wheat. From this he produced four bushels and 35 pounds. The same year he obtained a five-pound sample from the Rosthern experiment farm, and a bushel from a seed house. The yield from this seed was mixed together and from the whole Mr. Wheeler selected the best two bushels, which he sent to the New York Land Show.

In 1910, the late James J. Hill offered a gold cup to the value of \$1,000 for the best bushel of Hard Spring wheat grown in the United States. Sir Thomas Shaughnessy, president of the Canadian Pacific Railway, challenged Mr. Hill to open the competition for the prize to Canada, but Hill was wise, and refused. So Mr. Shaughnessy offered a new prize of \$1,000 in gold for the best bushel of Hard Spring wheat grown on the continent of North America! This prize was up for the champion showing at the Madison Square show in 1911, and was won by Seager Wheeler, then an unknown

Saskatchewan grower, but now familiarly known all over the continent as the "Wheat Wizard." His record with the new Marquis strain of wheat, which Dr. Saunders had just effected, and which took the top-notch prize at New York in 1911, yielding 81 bushels per acre, is still considered a world's record for Spring wheat.

The telegram of congratulation from Mr. Shaughnessy arrived at the Rosthern telegraph office in the night, and so important was it considered in the wheat country, that a messenger volunteered to go to the Wheeler farm with it. When the presentation of the prize was later made, at a banquet tendered Mr. Wheeler by the Canadian Club at Calgary, he told an interesting story of the receipt of this telegram.

"My farm, as many of you know," he said, "is situated quite a distance from the railway station. My wife and I, that very evening, had been discussing our financial situation, which was indeed anything but satisfactory. Though I had already then, won several prizes and had a surplus of potato diggers, drills, harrows, reapers and other farm implements, I lacked the ready cash to carry out experiments I was making; I sadly wondered what I should do; we went to bed late, disheartened.

"About 11 o'clock a knock on the front door sent me grumbling downstairs to see who it was; what was my surprise and joy, on opening the telegram which the boy delivered, to learn that we were richer by \$1,000 and in possession of ample means to enable me to go on with my work. It brought us near to tears and seemed the very hand of Providence.

"It taught me to have faith, and that hard work, perseverance and unfaltering courage—the essentials of all true farmers—are the surest road to success."

Mr. Wheeler has been capturing world's prizes ever since. He has shared honors with other competitors from Western Canada at the International Farming Congress since, winning the first prize and sweepstakes for Hard Spring Wheat in 1914, 1915, 1916 and 1918. He has also won several prizes for other farm crops, at home and abroad. A list of the Wheeler winnings would comprise a small-sized catalogue.

In the 20 odd years that Mr. Wheeler has been farming at Rosthern, he has never had a crop failure. His methods of cultivation and seed selection give him a good crop in dry years as well as wet. The method of selection in growing grain which has been followed by Mr. Wheeler, is known as the "head row" system. He selects from his various plots each year the heads that seem to him to be of the best type and promise to be the best if they produce alike. Each head is kept separately and the kernels from it are sown in a separate row each year. Mr. Wheeler has hundreds of head rows on his farm each year. He cuts the grain from these head rows with his pocket knife and lays them away to be examined more carefully during the winter months. By this means he has originated a great many varieties of new wheat, oats and barley.

Every fall you will find hanging from the house and shed hundreds of small bundles of grain which he has selected. In the winter he studies these and ascertains which is the best for his use, discarding the balance. In the spring the superior seed is sown in rows, and the work continued year after year.

The seed from these little head rows is threshed separately in sacks, so there is no possibility of the seed becoming mixed or adulterated. The seed selected from these head rows, where it turns out to be what is required, is sown the following spring on a small plot and the seed from these plots is saved and threshed in the same careful manner. Possibly a new variety passes through 6 to 10 annual tests before it is finally accepted.

An interesting phase of Mr. Wheeler's extensive experiments with grain is the development of an entirely new variety of wheat. In 1905 Wm. Farrar forwarded to Dr. Saunders, from New South Wales, Australia, a small sample of Hard White

wheat known as White Bobs. The original parentage of this wheat was a nameless variety of wheat on the one side, and a variety of hullless and beardless barley known as Nepaul on the other. The grain was tested out by Dr. Saunders, for two years, at the Central Experimental Farm, and found to possess high milling and baking qualities. In 1907 the progeny was forwarded to the station at Indian Head. Mr. Wheeler secured a 10-pound sample from the station farm and started in with his usual system of hand selection, and soon found that this new variety ripened from a week to 10 days earlier than did Marquis, and that it gave a yield of from 50 to 60 bushels per acre on his seed plots. The grain had certain peculiar qualifications that made Mr. Wheeler believe that it was an ideal wheat for western Canada, but it was a White wheat and practically unsaleable on the market.

In 1909 Mr. Wheeler was going through his plot of White Bobs wheat and discovered a typical head in every respect, save that it was red in color. He rubbed out this head and found the kernels to be the typical White Bobs kernel only for the color, the grain being of a color identical with a sample of hard Red Fife wheat, a deep red. Wheeler treasured these few grains as would a connoisseur a rare gem, and in 1910 seeded them. The result was an almost ideal plot of grain. The sturdy upright straw, the unusually long head, perfectly filled, with the heavy yielding qualities of the White Bobs crop, but nearly every head and every kernel a Fife red.

Since then Mr. Wheeler has been assiduously cultivating and selecting this wheat, and each year has only served to convince him more and more that surely this was the ideal grain for the West. "I consider Red Bobs the most desirable of all the wheat now grown for propagation in western Canada," confided Mr. Wheeler. "It comes as near to approaching the ideal as is possible. It has the right kind of straw, a superior head, is early in maturing and produces a large plump red berry, superior to any I have ever grown. It ripens 10 days ahead of Marquis, and is a heavier yielder."

Kitchener wheat, a Wheeler type selection of Marquis, received its first initiation when it was exhibited in Wichita, in 1916, in competition with wheats from all parts of the grain-growing world. It took everything in sight in the way of prizes, and received additional publicity on its record for high yielding. Mr. Wheeler has raised on his seed plots 82 bushels per acre of Kitchener, which stands as the world's record. In 1918, although sadly in need of money, Mr. Wheeler refused \$15 for a six-ounce bottle of this wheat. Kitchener wheat has an exceptional length and strength of straw, standing up "four square to all the winds that blow." It was this strong characteristic in this wheat that determined its name. Mr. Wheeler says, "So straight and strong was this grain, that it reminded me of that incomparable soldier, Earl Kitchener—ready at all times to meet each and every enemy."

"If every grain grower in western Canada would use only seed grain of the improved strains, now procurable," advised Mr. Wheeler, "the average annual yield would be increased five bushels per acre." That would mean, if farmers of Canada would put as much intelligence into the selection of good seed as Mr. Wheeler does, they would add about 100,000,000 bushels to their present acreage, without any additional expense for handling their crops, and would be richer by \$125,000,000 a year. Figure out the same for the United States, Australia, Argentina, India and Russia, and you can easily appreciate that a little intelligence in seed selection and crop methods will meet the world's demand for bread for a century to come—on the same acreage we now crop with wheat!

In addition to the work done on the seed plots, Mr. Wheeler is a past-master in the art of cleaning his seed before it is offered on the market. He has several fanning mills on his farm, and any seed that he threshes and sells is as clean and as pure as it is possible for human effort to make it. The fanning mills are worked during the win-



ter months, and it is a slow and laborious task, but has produced wonderful results. Mr. Wheeler has patience that would rival that of Job.

This "Wheat Wizard," after all, is just an average, ordinary man, apart from the wonderful results of his experiments and advanced methods of working with the plants. He says that his average gross income from the 160-acre farm for the past few years has been about \$5,000, and the expenses near \$3,000, leaving about the average profit for grain farms. While he sells his superior seed at from \$6 to \$30 per bushel, it is someone else who harvests the golden profits, for these farmers buy and grow his seed and dispose of hundreds and thousands of bushels at an average of \$10 per bushel. Mr. Wheeler's contribution has been unselfish in every respect, and had he not won large cash prizes, would probably continue to have the mortgage that hung over his head when he won his first 1911 prize, which money paid off the long-standing loan.

Operating the 160-acre farm, Mr. Wheeler is not what we could term a big farmer. But on this small plot of ground he has performed miracles that measure larger for the benefit of the human family and the nation he called "My Canada," than

wheat costs 1,150 lire per ton so that 2,500,000 tons would necessitate an outlay of nearly 3,000,000,000 lire and this will, of course, affect adversely the Italian rate of exchange.

## CANADIAN AND AMERICAN GRAIN RATES

The Railway Association of Canada has prepared a map, reproduced below, which will be of great interest to grain shippers in our Northwestern States. No doubt grain shippers of the Canadian West have complained of the high freight rates which cut so heavily into the net amounts the farmers receive for their wheat, so the Association issued the map to show Canadians that they are extremely well off compared with their friends across the border. The effect on the "friends" will not be so happy.

American shippers will immediately inquire why western farmers in this country should be penalized so heavily in their grain shipments. The rail haul to Fort William is considerably longer than to Duluth. Lyleton, Manitoba, for instance is just across the border from Antler, N. D. The rail haul from Lyleton is 660 miles and from Antler 523

The Colorado State Seed Laboratory at Fort Collins utilized this newly discovered fact about the germination of wheat and announced that it would test Winter wheat immediately after harvest through a process which required putting the wheat on ice for three days. In an announcement to Winter wheat growers it said: "As the test may thus be made almost immediately following harvest, wheat growers are not under the necessity of planting untested seed. They may harvest this week and have a test report back within 10 days so that fall planting can start on schedule time and with assurances that the seed being used is both pure and vital."

## BASIS ON WHICH DELAY CLAIMS SHOULD BE FILED

BY OWEN L. COON

When a railroad issues a bill of lading on your carload of grain, it is required to transport the car with "reasonable dispatch" to destination. When a car is delayed in transit, you are entitled to any drop in the market price between the date when the car should have arrived and when it did arrive. The question then arises "what is reasonable dis-



MAP SHOWING COMPARATIVE FREIGHT RATES IN CANADA AND THE UNITED STATES

that which has been produced on any farm on the continent. He might have been worth many millions, had he resorted to the modern commercialized methods of selling his superior grains, but Seager Wheeler has not a grain of the mercenary strain in his make-up. He is far more interested in the welfare of his fellow farmers than in his own personal advancement.

His book, "Profitable Grain Growing," is considered a biography of a great farmer, and is a guide used by thousands of grain growers in their endeavors to achieve what the title promises. Following his methods, hundreds of farmers have gone far toward the goal.

All his time has been spent on work of improving the crops and studying better cultural methods. He has not even devoted money to the erection of showy buildings or the improvement of his grounds; in fact, he says he has not been able to afford it up to the present time, but he is looking forward to the day when he will have some slight return from his labors, and be able to make his place an attraction from the standpoint of beauty. Already it is a big attraction from the standpoint of the work accomplished, for each year he entertains there the leading men of American agriculture.

IT IS reported that Italy may be required to import about 2,500,000 tons of wheat to make up for the shortage in production. At present, imported

miles, and yet the Lyleton rate is only 18 cents per hundred, while the Antler rate is 22½ cents.

As we go farther west the discrepancy in rates is even more striking. Coutts, Alberta, is 200 miles farther away from Fort William than Sweet Grass, Mont., just across the border, is from Duluth, and yet the rate from Coutts is 27 cents, while shippers from Sweet Grass pay 43 cents.

Comparing points of approximately equal mileage from the respective terminals, we find that Bombay, Mont., (1,083 miles) has a rate of 45½ cents, while Medicine Hat, Alta., (1,076 miles) can ship for the modest sum of 24 cents.

Perhaps there is a reason for this discrepancy. If there is we have failed to see any statement by American railroads that would explain it satisfactorily. Can they tell us why the rate to Rugby, N. D., (443 miles) should be 22½ cents, while Swift Current, Sask., (929 miles, over twice as far), has a rate of only 22 cents? There are a lot of angles to this situation which American shippers would like to have explained.

## CURIOUS FACT ABOUT WHEAT

Some months ago this journal noticed the discovery of an Italian scientist that wheat could be made to germinate almost 100 per cent right after harvest by maintaining it at a temperature of from 53 to 61 degrees Fahrenheit. Usually a germination test is useless until some weeks after harvest.

patch" and "when should the car have arrived at destination?"

In my opinion, you are entitled to and should receive not less than a movement of 100 miles per day toward destination. If a car has 400 miles to move from origin to destination, the claim should be based on the decline in price between the fourth morning after the car in the usual course of business should have moved out,—and the day that it actually arrived at destination. Your claim should be filed on this basis and settled on this basis.

Railroad terminals and out terminal yards average 100 miles or more apart. The slowest schedule train service, called "the freight local" makes the 100 or more miles in 16 hours, and the extras make, on main line, better than 150 miles in eight hours. After the local freight through your station moves the car to the first terminal yard, the run, after that, in the majority of cases is by "extra." "Reasonable time in transit," as construed in court, is what the majority of your other loads make as to time in transit. If you compute the time in transit on your other cars by considering the date on the bill of lading as the date of shipment and the date on the first inspection certificate as the date of arrival, you will note that the large majority of such shipments make an average time in transit of approximately 100 miles per day.

You are paying for transportation today an exceedingly high price. The railroads state they must



have it to exist. As to that I cannot say, but I do not know that carriers are obligated by law to transport grain shipments with "reasonable dispatch"; that "reasonable dispatch" in most cases means the movement of 100 miles a day or more. And I also know that the railroads are receiving enough freight today to either give good service or pay a claim on this basis where they fail to give it. If you owe the railroad \$5 demurrage, all of us know, you have to pay it. You owe it to yourselves, your owners and stockholders to get what is likewise due you.

## A CORN COB ENTHUSIAST

The Department of Agriculture for some years has been boosting the corn cob as a source of valuable by-products. A new champion for the corn cob has recently arisen in Elton R. Darling, professor of chemistry at the James Millikin University. As the University is in Decatur, Ill., Professor Darling has plenty of raw material for his experiments, and he has made good use of it.

Laboratory work has developed cheap processes for extracting from the corn cob a synthetic resin from which can be made telephone receivers, phonograph records, noiseless gears, etc.; furfural which has many uses in industry, including a base for varnish, mucilage, etc.; xylan, a valuable base for sulphur dyes; cellulose from which artificial silk is made, and which is also used in waterproofing, paper sizing, cement, etc.; and finally as an absorbant of nitroglycerine in the manufacture of dynamite.

In commercial practice all of these materials are now obtained from substances less plentiful and less efficient than corn cobs. There is only one thing that stands in the way of the general use of corn cobs in various industries, and that is that it has another use locally as fuel. Corn cobs have a fuel value of 6,700 b. t. u. per pound compared with ordinary anthracite coal of 11,800 b. t. u. The value of corn cobs per ton is therefore about half that of coal. Moreover it requires no time or trouble in transportation, for it is on the farm or elevator where it can be used. If it develops that industry is able to pay over half coal prices per ton at country stations the quantity available would be unlimited; until that time comes corn cob products will largely be developed in the laboratory more than in the factory.

## HOW A NEW VARIETY OF OATS WAS FOUND

Seven years ago H. K. Hayes, in charge of the plant breeding work at the Minnesota experiment station, set out to see whether they could develop a variety of oats which would mature early, which would not lodge or break down in the process of growth, and which would give a high yield. To realize on this ideal would mean for the farmers of southern Minnesota, particularly, insurance against losses through hot weather, rust or lodging, and the possibility of increased gain through the larger yields. Mr. Hayes knew, therefore, just what he wished to attain.

Moreover, Mr. Hayes knew just how to tackle the problem; so he and his associates went into fields of 60-day oats and selected 200 individual plants. This large number of plants was selected in the hope of finding the one plant which was of a superior type. Selections of this kind in a self-fertilized crop such as oats isolate pure lines which breed true.

The 200 individual lines, each the product of one of the single plants selected, were grown in short rows the first year. That was the second step.

The following two years these lines were grown in rod rows at the central experiment farm and the sub-stations scattered over the state. That was step number three.

The new oats, "Gopher, Minnesota 674," has resulted from the test. They showed superiority in the initial trials in short rows and was the only one of the 200 selections which was placed in the final varietal tests, which were made in one-fortieth

acre tracts at the central station and the sub-stations. These final varietal tests were step number four.

Following this, enough seed had to be produced to warrant a distribution among farmers who would, as members of the Minnesota Crop Improvement Association, grow additional supplies under the direction of the station specialists. This has now been done. About 150 bushels of seed have been distributed, and the new variety is well on its way toward wide-spread adoption in the regions to which it is peculiarly adapted. "The new variety," say Andrew Boss, vice-director, and Mr. Hayes, "is much superior to the commercial 60-day oats and is somewhat superior in its yields to the selections known as Iowa 103 and Iowar. It yields from 10 to 20 per cent more than the commercial varieties of early oats under conditions such as exist at the Minnesota Experiment Station and the sub-stations. It is striking in its power to overcome that weakness of other oats—lodging. It is early maturing and it has a white seed, which is an additional advantage."

## CANADA THE LEADING WHEAT EXPORTER

Canada has become the greatest-wheat exporting nation in the world, according to figures received from the International Institute of Agriculture at Rome. Canada's exportable surplus of wheat is placed at 312,000,000 bushels by the Institute which is the international clearing-house for agricultural statistics. The United States has 305,000,000 bushels for export; British India 37,000,000; Argentina 20,000,000; Australia 33,000,000, and other countries combined 29,000,000 bushels.

The wheat crop of Canada for 1922 amounted to 391,445,000 bushels, according to final estimates. United States produced 810,123,000 bushels. Of this 505,000,000 bushels were needed for home consumption and seeding. British India produced 366,351,000 bushels.

Agricultural experts declared Canada has a good chance of retaining its position as the leading wheat exporter. United States consumption of wheat, they point out, is increasing more rapidly than its production. They emphasize, too, that the three prairie provinces which produced 90 per cent of Canada's wheat crop have only been scratched in an agricultural way. With further expansion of agriculture and the settlement of lands in the West the Dominion will become the greatest wheat producing nation in the world within the next 50 years.

Exports of wheat to Europe through the port of Montreal in recent months have been the greatest in years. Shipments of grain through the port during the shipping season of 1922 totaled 153,134,889 bushels, as compared with 138,000,000 in 1921, the previous banner year.

## GLUTEN AND WHEAT GRADES

Many arguments are heard on the various angles of raising or lowering the grades of wheat in order to secure a better price for it. In the final analysis, says the Spring Wheat Crop Improvement Association, wheat will always sell by sample on its milling quality. The value of milling wheat must be based upon its capacity to make more good bread flour that will enable the baker to make more loaves of better bread from a given quantity of flour than will any other wheat grown elsewhere, and the determining factor is gluten. Bakers test every car of flour and buy accordingly.

Wheat may be plump, heavy and clean, but if the gluten it contains is of inferior quality, it falls short and fails to bring the premium commanded by choice Spring wheat containing 12 per cent to 14 per cent of excellent bread quality gluten. Marquis, Fife and Bluestem has this good bread gluten.

Millers test every car of wheat for its gluten content, both as to quantity and quality, and the first cannot make up for lack of the latter. Different cars of wheat from different localities might grade the same on the market, but when they are to be sold

they must measure up on gluten content, regardless.

Each country elevator may not be able to maintain a gluten test laboratory, says the Association, but it is entirely practicable for the grain growers in each section to have their wheat tested in public laboratories for quantity and quality of gluten each season, and if the test proves it good, to clean and ship in carloads and secure the highest prices.

New varieties must prove out on a quality gluten basis, before they can be considered satisfactory. Quantity of gluten alone is futile. No system of marketing or legislation can secure a superior price for an inferior wheat.

## COMMON WHITE WHEAT OUT-YIELD OTHER VARIETIES IN SOME SECTIONS

The common White wheats, of which there are 52 distinct varieties, are grown principally in the Far West and comprise about 5 per cent of the total wheat acreage, according to Farmers' Bulletin No. 1301, "The Common White Wheats," by J. Allen Clark, John H. Martin, and C. E. Leighty, Bureau of Plant Industry, United States Department of Agriculture.

In general the common White wheats are inferior in bread-making qualities but in certain sections they outyield the varieties of Hard Red Spring and Hard Red Winter wheats sufficiently to make up for any difference in price. Most of the common White wheats are soft and starchy and are used in the making of pastry flour and breakfast foods and when used for bread are blended with the flour from the Hard wheats.

The bulletin takes up a detailed discussion of each of the varieties and gives their adaptation and value in the different sections where grown. The Pacific Bluestem is the variety most widely grown and is the most productive Spring wheat in eastern Washington and northern Idaho. Goldcoin is the winter variety of White wheat most widely grown, but except in certain localities, it should be replaced by more productive varieties of a better quality.

Maps showing the areas where these White wheats are grown, and halftone plates showing the distinguishing characteristics of a number of the more important varieties are included in the bulletin and make it a valuable source of information for the wheat grower and grain dealer. Those interested can secure a copy free of charge by writing to the United States Department of Agriculture, Washington, D. C.

## GOVERNMENT FOREIGN CROP NOTES

Winter wheat acreage in Spain and Italy is increased. In Spain it is estimated that 10,175,000 acres have been sown, which is an increase of 253,000 acres over the area for 1921-22. While no definite estimate is available for Italy an increase is indicated.

Wheat conditions in Egypt, India and Japan are good. In Egypt the sowing of grain crops was continuing normally up to January 1. The condition of the wheat crop was average in Upper Egypt, but slightly below average in middle and lower Egypt. The wheat crop of India is in good condition and a large harvest is expected in the western part. The growing wheat crop of Japan is reported to be in good condition.

Corn harvesting in Egypt was reported to be about completed by the first of January, the yield being slightly below average.

The corn area in Argentina is estimated at 7,851,000 acres this season as compared with 7,344,000 acres a year ago.

The wheat crop of Chile has decreased about 201,000 bushels. The production this year amounts to 21,978,000 bushels as compared with 22,178,610 bushels in 1921-22.

New Zealand will have wheat for export in spite of a reduced crop, according to a report of the Farmers' Union of that country. The 1922-23 harvest is estimated at 8,000,000 bushels, as compared with 10,565,000 bushels last year. The new crop



is believed to be more than sufficient to meet domestic requirements and considerable stocks of the old crop are said to be still on hand so a fairly good exportable surplus is counted on.

Cultivated land in England and Wales is now about the same as the pre-war area but permanent pastures are less extensive. The cultivated land has been decreasing since 1918 when it amounted to 12,399,000 acres. It now amounts to 11,311,000 acres as compared with 11,335,000 acres in 1912. Permanent pastures now occupy 14,715,000 acres as compared with 14,589,000 acres in 1918 and 15,839,000 acres in 1912.

The total value of the field crops of Canada increased \$52,275,830 over that of last year. The value for 1922 is estimated at \$984,139,500 as compared with \$931,863,670 in 1921 and \$1,455,244,050 in 1920. Wheat was the most important crop this year with an estimated value of \$333,966,000. Last year hay and Clover ranked first with a value of \$267,764,200.

The total acreage of fall wheat for seven countries is decreased this year, amounting to 69,945,000 acres as compared with 70,967,000 acres last year. The decreased acreage in the United States is 1,542,000 acres or 3 per cent; Canada, 42,000 acres or 5 per cent; Rumania, 668,000 acres or 13 per cent; Czechoslovakia, 81,000 acres or 6 per cent, and Poland, 72,000 acres or 3 per cent. France and Bulgaria are the only countries for which increased acreages are reported. The increase in France amounts to 1,130,000 acres or 10 per cent and in Bulgaria to 254,000 acres or 14 per cent. Decreased acreages are also reported in Hungary, Yugoslavia, England and Wales, Germany and Austria, but actual statistics are lacking. A commercial estimate places the decrease in Hungary and Yugoslavia at 10 per cent. Conflicting reports are received for Russia, some indicating an increase in the acreage of fall grains and others a loss.

The condition of the European fall grain crops is good, especially the early sowings, according to all reports available. In England and Wales, Italy, France and Spain good crops are reported. Snow coverings are protecting the crops in Russia, Germany, Poland and the Balkans.

Wheat crops of India and North Africa are in good condition. The areas sown to winter wheat in Algeria and Tunis this year are approximately equal to those of last year, and the development of the crops is generally good. No estimate has been received of the wheat acreage in India but commercial reports place it at least equal to that of last year. Weather conditions are reported to be favorable and a heavy yield is expected.

The total winter grain area of France is increased this year, amounting to 17,386,000 acres as compared with 16,007,000 acres last year.

The 1922 wheat crop of Canada is 399,786,000 bushels, according to the final estimate, which is an increase of 8,361,000 bushels over the estimate of November 29. Final estimates of the other small grain crops and of potatoes are smaller than the previous estimate.

The production of all grain crops of Austria except wheat decreased this year. Wheat production amounted to 7,150,000 bushels, or an increase of 620,000 bushels over the crop of 1921. Rye production amounted to 12,990,000 bushels or a decrease of 171,000 bushels. Oats decreased from 19,000,000 bushels in 1921 to 18,082,000 bushels in 1922 and barley from 5,481,000 bushels in 1921 to 5,190,000 bushels in 1922. Corn, potatoes and sugar beets crops gave increased yields this year.

The wheat crop of Portugal increased about 1,169,000 bushels over last year's production, the crop amounting to 9,782,000 bushels.

Production decreased for all grain crops in Czechoslovakia this year, according to the preliminary estimate, from 223,407,000 bushels in 1921 to 191,928,000 bushels in 1922. The crops included are wheat, rye, barley, oats and corn. Wheat production decreased 8,211,000 bushels, this year's crop being 30,471,000 bushels. The rye crop this year amounted to 45,798,000 bushels as compared with 53,735,000 bushels last year.

Substitutes must be added to wheat flour in

France, according to a decree of December 19, 1922. Wheat flour must be mixed with at least 10 per cent rye or rice flour.

Increased wheat production is being encouraged in Italy by means of propaganda of the Ministry of Agriculture for which two million lire, or, roughly, about \$100,000 has been appropriated.

The cultivated area of Ireland decreased this year, amounting to 4,880,000 acres as compared with 4,987,975 acres in 1921.

### GO SLOW ON "KOTA" WHEAT

The enthusiasts are claiming great things for the new "Kota" wheat in the Northwest. "Kota" is a bearded, Hard Red Spring variety, probably closely akin to Red Durum, and has been proved by cultural experiments to be especially resistant to stem rust. This last characteristic has given "Kota" a popularity in North Dakota which insures that practically all of the seed available will be planted.

The Spring Wheat Crop Improvement Association, however, has come out with a word of warning. The Association is reminding the growers that "Kota" has not yet had a real commercial test under all conditions; a limited number of milling and baking tests have been made, but not regular mill runs on it, nor can there be until next fall.

The danger, as the Association points out, is that in their enthusiasm for the new variety, farmers abandon Marquis for it, or get it mixed with other varieties to their detriment. It is pointed out that a mistake was made a few years ago in introducing Velvet Chaff, and we are in danger of making the same mistake with "Kota." As the Association's bulletin puts it: "We must not abandon what we know to be good until we are sure where we stand."

### NEW PUBLICATION ISSUED ON HARD RED WINTER WHEATS

The Hard Red Winter wheats, grown principally in Kansas, Nebraska, and Oklahoma, and occupying nearly one-third of the total wheat acreage in the United States, produce flour from which a high quality of bread is made. The United States Department of Agriculture and the state experiment stations in the central Great Plains region have given much attention to the improvement of the varieties of this class of wheat and the introduction of new ones from other countries. The 12 best-known varieties, many of which are similar, are described in Farmers' Bulletin 1280, *The Hard Red Winter Wheats*, which has just been issued by the Department.

The 12 varieties grown in the United States are known in different parts of the country under about 40 names. Turkey, Kharkof, and Kanred are the leading varieties, but even among these Turkey and Kharkof are practically identical. Until the development of Kanred, these two similar varieties were grown on most of the 18,000,000 acres devoted annually to Hard Red Winter wheats.

Kanred, a variety developed in Kansas, has been grown commercially only during the last six years. It is resistant to some forms of leaf and stem rusts that occur in the Hard Winter wheat section. It is slightly more winter-resistant than Turkey and Kharkof, ripens a little earlier, and outyields these varieties in most sections.

Although the Hard Red Winter wheats are largely confined to the states mentioned they are grown to some extent in adjoining and near-by states, and small acreages are found in more distant parts of the country. Blackhull has been a good yielder in some parts of Kansas because of its early maturity. Minturki, because of its winter hardiness, has outyielded other varieties of the same class in Minnesota. Bacska is the best for northern Wisconsin. Alton, a beardless variety, is of poor quality and not a good yielder, and should not be grown except where a beardless Hard Red Winter wheat is desired.

These wheats are best adapted to the higher and dryer areas of the central and southern Great Plains. As the annual rainfall increases to the eastward they come into competition with the

Soft Winter wheats. In eastern Kansas and Oklahoma, northern Missouri, southern Iowa, and central Illinois, where the rainfall varies from 35 to 40 inches, the Hard Red Winter wheats are adapted only to the higher, drier, and less fertile soils. They do well in some of the drier sections of Oregon, Washington, and Idaho, where the annual rainfall is about 15 inches. They are also quite important in Minnesota, South Dakota, Wyoming, and Montana, though Spring wheats are more generally grown. Copies of the bulletin may be had free, upon request, of the Department at Washington, D. C.

### THE PENNSYLVANIA SETS RECORD IN GRAIN MOVEMENT

The Pennsylvania Railroad reports that last year it handled the greatest export grain movement in its history. Its large seaboard elevators at Girard Points, Philadelphia, and Canton, Baltimore, with the holding yards adjacent thereto, were operated to capacity practically the entire year. This traffic was concentrated entirely at the ports of Baltimore and Philadelphia. It reached the Pennsylvania Railroad at the lake ports of Erie and Buffalo, as well as via the all-rail route, from the grain belts of the Central and Northwestern States.

A total of 77,850,209 bushels, or approximately 47,000 carloads, of grain passed through the Pennsylvania Railroad elevators at Philadelphia and Baltimore for shipment abroad during the year. This movement exceeded by 9,220,861 bushels the previous high total which was reached in 1915, when these elevators handled altogether 68,629,348 bushels of export grain.

The Girard Point Elevator at Philadelphia broke all of its previous records, 11,150,000 more bushels having been handled last year than in 1919, its best previous year. The movement through the Canton Elevator at Baltimore was larger than in any preceding year, except 1915, when unusual requirements of the Allied Nations resulted in extraordinary foreign grain shipments.

All records were broken last year in the movement of export and domestic grain over the Pennsylvania Railroad from Buffalo, 38,942,856 bushels having been transported.

### NEW USES FOR GRAIN SORGHUMS

The grain sorghums, a comparatively new crop in the United States raised largely only for the feeding of farm animals, are now being used in increasing quantities for human food and various industrial purposes, and are receiving attention from the manufacturers of alcohol and starch. Feterita and milo, which contain on an average 65 per cent of starch, seem to be especially suitable as raw material for the manufacture of high-grade starch by commercial processes.

The results of a study on the physical characteristics and the chemical composition of milo and feterita have just been published in Department Bulletin 1129, by George L. Bidwell, Leslie E. Bopst, and John D. Bowling, Bureau of Chemistry. This study was made to provide a basis for the utilization of grain sorghums in the manufacture of starch and feedingstuffs, and to furnish data for engineers who may be called upon to design machinery for milling, all of which data are included in this bulletin.

On the whole, say the writers, corn, Kaffir, milo, and feterita resemble one another in composition and appearance. The proximate constituents of the kernels of the three sorghums indicate their value as food for man and domestic animals, and show the possibility of their being used as raw products in certain important commercial operations having for their purpose the manufacture of starch, sirup, alcohol, and oil, when proper machinery and processes have been devised. It has been found, however, that it would probably be impracticable to use them commercially for malting purposes. A copy of this bulletin may be had free of charge by addressing the United States Department of Agriculture, Washington, D. C.



## NEWS LETTERS

## BUFFALO

ELMER M. HILL CORRESPONDENT

TEN Buffalonians, several of whom are prominent in grain and elevator circles, will be honored by the Eastern Steamship Company, Ltd., next May when its 10 new steel grain carriers are launched in England and Scotland. The company was recently organized by officers of the Eastern Grain, Mill & Elevator Corporation and the new ships will be placed in the grain trade between Buffalo and Montreal via the Welland Canal.

The boats will be named after Judge Hart, Frank B. Baird, Norman P. Clement, William H. Daniels, Edwin T. Douglas of the Douglas Agency Corporation, forwarders; Albert C. Field, Nisbet Grammer and John J. Rammacher of the Eastern Grain, Mill & Elevator Corporation; Watkins F. Nisbet and Robert W. Pomeroy. It is expected that the 10 new steamships, which will be of Welland Canal size, will arrive at Montreal next May. Nisbet Grammer, John J. Boland and Percy G. Lapey sailed from New York several weeks ago on the Olympic and will visit the shipyards in England and Scotland where the boats are under construction. The advent of the 10 new ships will mean much to the grain trade between Buffalo, Port Colborne and Montreal. They will be able to carry 27,000,000 bushels in a season and indications are that they will have plenty of grain to carry. As an illustration of the increase in this traffic the last few years, the following figures have been produced by the grain interests of Buffalo:

In 1920, the Montreal elevators handled 45,000,000 bushels of grain that went through the Welland Canal. In 1921 they took up to 125,000,000 bushels and last year the figures were 160,000,000 bushels.

The Churchill Grain & Feed Company, Inc., has chartered under the laws of the state of New York with an authorized capital of \$10,000. The directors include William L. Moffatt, formerly with the Moffatt Flour Mills, which has been merged with the Churchill interests; Frank M. Bartlett, Henry J. Rengel, Jacob H. Pfeiffer and F. G. Anderson. The company is engaged in the grain, feed and milling industry in Buffalo.

Grain being held at bottom storage in the big lake carriers at Buffalo is being unloaded at a rapid rate and there is every indication that the ships will all be ready for the opening of the season early in April. On many occasions during the past month as much as 1,750,000 bushels have been handled by terminal elevators in a working day. The average, however, is close to 600,000 bushels a day. Boats with winter storage cargoes at Erie, Pa., have practically unloaded all of the grain they have been holding and now are waiting for the opening of the 1923 season.

The Steuben Products Company, Inc., wholesale grain and feed, which has been in bankruptcy for more than a year, has petitioned Federal Judge John R. Hazel in United States Court for the Western District of New York for a discharge in bankruptcy. Notices have been sent to all creditors of the corporation directing them to appear before the court at 10 a.m. March 6 and show cause why a discharge should not be granted to the corporation.

William Livingstone, president of the Lake Carriers' Association, has issued his annual report covering the activities of the Association during the last year. Regarding grain traffic on the lakes, President Livingstone says that shipments of grain were so heavy that another milestone has been placed in the annals of lake commerce.

"Having reached a total of 509,411,113 bushels, the half-billion bushel era has been reached, and passed, for the first time," said Mr. Livingstone. "It was preeminently a wheat year, almost 312,000,000 bushels having come down from the head of both lakes, the Lake Superior shipments of this grain dominated the entire grain traffic. Corn was not the big factor in the lake movement that it was in 1921, but heavy gains were made at Lake Superior ports in the movement of rye. These amounted to 47,391,683 bushels and were almost completely for export. Until Russia

shall have regained foothold it is likely that heavy exports of rye will continue. To indicate the growth of export rye, it may be mentioned that the first rye was exported in 1911 and amounted to a meagre 5,000 bushels but by 1920 exports of this grain, as grown in both the United States and Canada, reached the pretentious figures of 57,070,000 bushels last year.

"The grain trade of 1922 well portrays the vicissitude of lake navigation. Whereas in 1921 the fall season was characterized by summer sailing weather, and a lack of commodities to move, the fall of 1922 was marked by constant heavy weather which cut off short the grain trade that otherwise would have amounted to many millions of bushels."

The Dominion Government at Ottawa has ordered a royal commission to investigate efforts of an alleged combination of shipping interests on the Great Lakes to dominate and control freight rates and terms under which grain has been carried from the harbors of Port William and Port Arthur. Buffalo grain and lake shipping interests are watching with a great deal of interest the efforts of Canadian authorities to affect a reduction in lake freight rates on grain from the Canadian Head of the Lakes to Port Colborne and Montreal. Last year, it is recalled, the Canadian shipping laws were suspended to allow American boats to enter into the Canadian coastwise grain trade on the lakes but only a few ships took advantage of the regulations.

Announcement of the ordering of the investigation by the Ottawa Government did not come as a surprise to Buffalo grain and lake shipping interests. The prime minister has already appointed the following commission to make the investigation, Sir S. J. McLean, assistant chairman of the Board of Railway Commissioners; Levi Thompson, former member of parliament for Qu'Appelle, Sask., and General L. T. Tremblay of the Board of Harbor Commissioners, Quebec.

Charges are made by grain interests in the Canadian Northwest that the lake shippers had combined to enhance rates on grain and that they were also discriminating against Canadian ports and in favor of American lake ports. At the same time it was charged that a combine existed in regard to lake insurance rates and that tonnage handled was compelled to be insured with companies amalgamated with, or controlled by the lake steamship companies in question. The royal commission is directed to investigate "into the comparative freight rates on grain by vessels traversing the Great Lakes between Duluth, Milwaukee and Chicago to Eastern lake ports, especially Buffalo, as compared with prevailing freight rates on grain in vessels controlled, or dominated, or fixed by alleged combination of shipping interests controlling Canadian lake shipping sailing from Port Arthur and Fort William to eastern ports, especially Port Colborne and Montreal, and to make such further inquiry as the commission may see necessary."

The Homestead Milling Company has been incorporated under the laws of the State of New York with an authorized capital of \$200,000 to engage in the flour milling industry at Niagara Falls. The directors of the corporation include F. P. Tower, A. E. Holmes and M. B. Porter.

Seward M. Clark has started into the wholesale and retail feed business in Binghamton under the assumed name of the Southern Tier Feed & Grain Company.

The Eastern Grain, Mill & Elevator Corporation of Buffalo which operates the Concrete-Central grain elevators, the largest in the Buffalo Harbor, has increased its capitalization from \$3,000,000 to \$5,000,000.

The Utica Seed Company has been incorporated under the laws of the state of New York to engage in the seed business at Utica. The company is capitalized at \$20,000 and the directors are J. F. Blatt, Jr., J. O. Markle, Chester D. Ladd and H. L. Kuhn of Utica.

The Crescent Seed Company of Spencerport has constructed a two-story building adjoining its warehouse and will use it for a cold storage and drying plant. The new structure is 60 by 120 feet.

The Black Rock Milling Corporation of Buffalo is installing new equipment in its plant so as to more efficiently handle the large volume of business being enjoyed by the mill. An order for a 20-ton per hour Eureka Continuous Mixer, a large automatic agitator,

two Eureka-Keeney instantaneous molasses superheaters; two preliminary heating tanks of 600 gallons capacity each and a 2000-pound batch mixer has been placed by the milling company with S. Howes Co., of Silver Creek, N. Y. With the installation of the new equipment, the Black Rock Milling Corporation will probably be the largest feed plant in New York State.

J. M. Sullivan succeeds the late Thomas H. Collaton in the traffic department of the Washburn-Crosby Company, at the South Michigan avenue plant in Buffalo.

The Cataract City Milling Company, of Niagara Falls, N. Y., announces the appointment of Fred W. Nicholson as superintendent. Mr. Nicholson formerly was located at Stratford, Ont.

The new 1,000,000-bushel unit which is being built by the Superior Elevator Company of Buffalo adjoining its present structure on the Buffalo River, will cost \$275,000 without any of the machinery or equipment. Herman F. Keitsch, secretary and treasurer of the Superior Elevator Company, said that the complete cost of the new unit will be close to \$350,000 or more. Construction work has already been started.

Members of the Mutual Millers & Feed Dealers Association held a brief conference at the Hotel Statler in Buffalo in January. Owing to the small attendance at the conference, plans were made for creating added interest in the periodical meetings of the Association. The speakers included L. F. Brown, secretary of the American Feed Manufacturers Association; F. C. Jones, secretary of the Eastern Federation, and H. C. Elwood of the Colonial Salt Company.

Buffalo grain shippers were greatly interested in the decision of the Interstate Commerce Commission which amends a ruling on claims for grain shortages. The advantage which "ex-lake" shippers have, as compared with all-rail shippers of grain, is lessened but not eliminated by an order of the commission in the matter of claims for shortage in weights on ex-lake grain shipped to eastern points. Carriers filed a new tariff which was to have become effective last September with regard to contract shipments of ex-lake grain from Buffalo, Black Rock, East Buffalo, Oswego and Erie, Pa., to Boston, New York, Philadelphia, Baltimore and other trunk line territory. The new tariff proposed to change the rule on liability for shortage so that the liability would only be for shortage in excess of one-eighth of 1 per cent, whether loss is occasioned by accident or defective cars, or not. The effect is that one-eighth of 1 per cent will be deducted for invisible loss and waste and liability of the carriers will be limited to claims in excess of that percentage. Commercial organizations at Milwaukee, Duluth and eastern cities entered protests against the new tariff and hearings were had. The Commission holds the new rates are justified and they were permitted to go into effect as of January 20, 1923.

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

BUSINESS with the local elevator and grain trade has been quite fair the past month. Country demand has been a little better as it generally is at this time of year, and demand for mill feeds has been especially active, as the farmers prefer buying feed to feeding high priced corn or oats. An especially open winter hasn't resulted in much heavy feeding, but bad weather starting in early February has created slightly better demand as a whole.

There is a question involved as to whether or not the wheat crop has been injured by the lack of snow covering this winter. There have been series of freezes and thaws, although in some circles it is claimed that wheat got such a strong start in the early fall that there is not as much danger of its being damaged. In fact in some sections of the state wheat was grazed to keep it from jointing. On the other hand some wheat men claim that as a rule following a very mild winter there is more insect trouble especially with fly.

Daily handlings of the local elevator companies are fair, and storage stocks good, especially long storage. The Kentucky Public Elevator Company reported



427,000 bushels of grain on hand, consisting of 140,000 bushels of corn; 255,000 of wheat; 2,000 of rye; and 30,000 of oats, of which 40,000 corn and 200 wheat represented long storage. Corn holdings are larger than for some time, and show a feeling of security among corn handlers in present markets.

While distilling and brewing demand for grain is small, there has been a better than usual hog demand it is reported, as farmers have gone into hog raising in various sections in a larger way than for some years past, as the hog is quite some little distillery in himself.

\* \* \*

There is some trouble reported in getting empty cars at Louisville for loading out grain at this time, and there is trouble out in the state over cars for movement of hay. Considering the heavy industrial, commercial and crop movements, shortage of motive power, bad order cars, etc., many shippers feel that the railroads, considering the winter season, have done exceptionally well this winter. Records have been established in the matter of car loadings, and there haven't been many embargoes or much delay. A traffic expert in a recent talk in Louisville remarked on the fact that of 3,300,000 cars on American railroads about 300,000 were bad order cars, while locomotives need heavy repairs as a result of lack of attention during the shop strike last summer.

\* \* \*

Local quotations show mill feeds as follows: Bran, \$33 a ton, sacked and packed, f. o. b. Louisville; mixed feed, \$34; middlings, hominy feed, and cracked corn, \$34. It is interesting to note that these five main lines are grouped so closely in price.

Grain quotations show No. 3 White Corn at 80 cents a bushel; with Yellow and Mixed at 79½ cents; with No. 2 grade, at one to one and one-half cents over these prices; and No. 4 grade, at one cent less than prices quoted. No. 3 White oats are 49½ cents; and No. 2, 50 cents. There are more No. 2 oats available than for some time past, as a result of heavier weight crops the past season. Rye is quoted at around 95 cents; and cash wheat is costing around \$1.39 @ \$1.40, Louisville.

Flour prices are just a little lower than they were, but an advance is likely at any time as a result of the strong cash wheat market, although flour jobbers are fairly well stocked, refusing to buy, and in some instances trying to crawl out from under undelivered orders. Mills are not especially busy, resulting in relatively light production of mill feed and stiff markets. Local mills are quoting short patent flour at \$8 to \$8.20 a barrel, cotton, car lots, Louisville; long patent is selling at from around \$6.25 to \$6.70 a barrel.

Hay demand has been fair, but both rail and water receipts are light. For months the river was too low for shipping much hay, while for the past few weeks it has been at flood stages, which is just as bad. No. 1 Timothy is quoted at \$18.50 a ton; No. 2, \$17 @ \$17.50; Clover, No. 1, \$17.50; No. 2, \$15; Mixed hay, No. 1, \$17.50; No. 2, \$14 @ \$15; wheat and oat straw, \$12.50; rye straw, \$15.

\* \* \*

O. W. Edinger, of Edinger & Co., local hay, grain and feed jobbers, reports fair business, the recent advances in the grain markets having created a much better demand, this being aided by colder weather. Mr. Edinger was recently away from the business for two or three weeks with an attack of influenza, but has recovered.

\* \* \*

Announcement was recently made in Louisville of a deal for the property of the Fleischmann Malting Company, at Thirteenth and Maple streets, which has been sold to William M. Woolcott, grain man of Winchester, Ky., who plans spending \$10,000 in improvements and certain remodeling. The property covers a plot 382x160 feet, on good terminal railroad connections, and includes two four-story and basement buildings, and also a six story iron-clad elevator of 300,000 bushels' capacity, and a separate office building, along with a 375-foot switch across the front of the premises to the loading platforms, and power plant. It is reported that Woolcott will operate the local elevator plant in connection with his grain and flour business at Winchester. The plant cost him about \$55,000, plus 1923 taxes, while it is reported that he has disposed of the steam power plant, as he intends to operate on central station service.

\* \* \*

Mrs. L. C. Ewing, widow of L. C. Ewing, founder and head of the Louisville Cereal Mills Company, died in Louisville on January 18, closely following her husband who died last September. Four daughters and two sons survive. Interment was at Danville, Ky.

\* \* \*

The Smith-Helfer Feed & Milling Company, McCracken County, Paducah, Ky., capital \$20,000, has recently been chartered by G. T. Smith, M. A. Smith and L. H. Helfer, of Paducah, and O. T. Helfer, of Metropolis, Ill., across the river from Paducah, Ky., and a few miles below.

\* \* \*

Grain men and elevator operators of southern Indiana are well pleased with the decision of the Indiana Supreme Court holding unconstitutional the 1913 payroll law, which held that the employer must pay in cash money, twice a month. During the epidemic of auto bandit payroll robberies, safe blowings, etc., such methods of paying employees became dangerous. Employers had always argued the law to be unconstitutional, hold-

ing that a check is merely an order for money on a treasurer, or depository, acting upon the orders of the employer, and that the employee was not paid until he cashed the check at the designated point.

\* \* \*

That the milling business is running along about as it did last year is shown in a report of the Ballard & Ballard Company, for January, when it ground 271,630 bushels of wheat, shipping 59,775 barrels of flour. In January, 1922, it shipped 59,359 barrels of flour.



STOCKS of grain in public and private elevators January 31 were as follows: In public elevators—wheat, 929,887 bushels; corn, 898,613 bushels; oats, 529,572 bushels; rye, 11,178 bushels, and barley, 6,305 bushels. In private elevators, wheat, 136,441 bushels; corn, 59,512 bushels, and oats, 46,849 bushels. Stocks of flour at St. Louis were: On February 1, 1923, 77,900 barrels; January 1, 1923, 76,760 barrels and February 1, 1922, 68,850 barrels.

\* \* \*

Charles L. Niemeier, 57 years of age and former president of the St. Louis Merchants' Exchange, died at Jacksonville, Ill., recently after an illness lasting over six months. Mr. Niemeier was the senior member



THE LATE CHARLES L. NIEMEIER

of the firm of the Schultz & Niemeier Commission Company. He was born in Columbia, Ill., in 1867, and came to St. Louis at 16 and engaged in the grain commission business. In 1913 and 1914 he served as a director in the Merchants' Exchange and in 1917 he was elected second vice-president, in the following year first vice-president. In 1919 he was elected president. Mr. Niemeier is survived by his widow, Mrs. Emma Niemeier. The day following the death of Mr. Niemeier, members of the Exchange stood uncovered and at attention for one minute at the noon tap of the bell. The 'Change floor rostrum was also ordered draped in black in his memory. A man who has been active in the grain business for so many years, in official circles as well as in his own business, hardly needs further mention, even to the national trade. Mr. Niemeier was known from border to border and from coast to coast, and his judgment respected as authority. The high esteem and sincere affection in which he was held by members of the St. Louis Merchants' Exchange, as well as practically every "old timer" grain man wherever "Old Glory" flies will leave an enduring monument to his memory for many years to come.

\* \* \*

Flour manufactured in St. Louis during 1922 totaled 1,518,042 barrels, an increase over the production of each of the two preceding years, according to figures announced recently by Eugene Smith, secretary of the St. Louis Merchants' Exchange. The 1921 production was 1,505,765 barrels, and 1,441,183 barrels were manufactured in 1920. Capacity of the five mills located in St. Louis is 10,800 barrels per 24-hour day. Eleven mills outside of St. Louis, but owned or the product controlled by members of the Exchange, produced a total of 2,190,161 barrels in 1922 as against 1,981,532 barrels in 1921. Last year's production was exceeded, however, by the 1919 output, which was 2,467,353 bar-

rels. The 1922 output of the five St. Louis mills was as follows: Kehlror Flour Mills Company, 564,815 barrels; Geo. P. Plant Milling Company, 420,906 barrels; Valier & Spies Milling Company, 315,656 barrels; Saxony Mills, 136,244 barrels and Hezel Milling Company, 80,421 barrels.

\* \* \*

The Missouri Pacific Railroad, which is making plans for the erection of a 2,000,000-bushel grain elevator on the river front, early this month filed articles for the incorporation of the Missouri Pacific Elevator Company, with a paid-up capital of \$500,000. Officials of the road state that plans are not far enough advanced for a definite announcement of location and operation.

\* \* \*

At the annual meeting of the Flour Trade Association, the following officers were elected: V. H. Glosemeyer, president; Joseph H. Albrecht, vice-president; W. G. Martin, Jr., secretary and treasurer.

\* \* \*

The following have made application for membership in the St. Louis Merchants' Exchange: W. W. Pollock, of the Wm. Pollock Mill & Elevator Company, Mexico, Mo., to be transferred from Samuel C. Vail; Harold P. Hughes, of the Union Starch & Refining Company, Columbus, Ind., to be transferred from Leslie A. Cash; T. F. Maher, 314 Pierce Bldg., St. Louis, to be transferred from R. L. Dore; Frank L. Carey, of Nye & Jenks Grain Company, Chicago, Ill., to be transferred from Frank Fowler, and Henry McRee, to be transferred from Dexter Tiffany.

\* \* \*

Edwin Solfsburg, 50 years old, former general manager and vice-president of the Golden Grain Milling Company, East St. Louis, Ill., died suddenly recently in Havana, Cuba, according to dispatches just received. Mr. Solfsburg resigned his position with the Golden Grain Milling Company a short time ago on account of a serious illness and has since been making a wonderful fight to regain his health. The body has been cremated and is to be returned to Aurora, Ill., where Mr. Solfsburg has resided since leaving the East St. Louis firm.

\* \* \*

Work on the new grain elevator and warehouse being erected by the Boone County Milling Company, at Columbia, Mo., is nearing completion and it is expected that it will be ready to use by the first of March. Nine tanks are to be erected, with a total capacity of about 60,000 bushels.

\* \* \*

Montgomery County, Missouri, wheat is reported deeper rooted than usual this year and in fine shape to go through winter. Much plowing was done during the first few weeks in January. The ground has been breakable, Montgomery County reports, and the days mild, so that many farmers have a large acreage plowed for corn.

\* \* \*

Horace P. Scruby, 58 years old, chief clerk of the Missouri State Grain Inspector's Department, with offices in St. Joseph, Mo., died in that city recently. His home was formerly in Chillicothe.

\* \* \*

Alexander C. Harsh, former director of the St. Louis Merchants' Exchange and prominent St. Louis grain dealer, died at his home in St. Louis recently, after an illness of about a month. Mr. Harsh was a member of the grain commission firm of Harsh & Polk and was 40 years old. He came to St. Louis nine years ago from Nashville, Tenn., where he had been identified with the grain brokerage business. He was active in business here until his recent illness, which was a result of influenza following an operation.

\* \* \*

A nonpartisan organization of members of the Missouri House of Representatives, known as the Missouri Farm Bloc, was organized in Jefferson City recently. Sixty-one members joined the organization, the purpose of which is to promote measures giving relief to the farmers. Two bills have already been introduced. One authorizes marketing associations with power not only to build elevators, store and market grain, but to borrow money on grain in storage. The other bill strikes from the Hirth law, passed two years ago, the provision that when representatives of farmers' associations hold membership in grain exchanges that they assume a proportionate share of such liabilities.

\* \* \*

The following were visitors recently on the floor of the St. Louis Merchants' Exchange: Brinkley Evans, New York City; C. H. Gibson, Chicago; Alfred Clark, Indianapolis; C. C. Pettijohn, New York City; C. P. Benz, Chicago; S. S. Carlisle, Omaha; A. Santizo Havana, and many others.

\* \* \*

Members of the St. Louis Merchants' Exchange voted on January 29 on the question as to whether smoking on the entire floor should be permitted or not. The "No Smoking" ruling has been in force for over 40 years and was originally enacted as a protection to the sample grains. The resolution to permit smoking was adopted by a vote of 217 for as opposed to 67 against.

\* \* \*

The following notice was recently posted on the bulletin board of the Exchange: "All C. & A. claims accruing prior to receivership on August 22, 1922, must be filed with Herbert A. Lundahl before April 1, 1923. A form of affidavit furnished by Mr. Lundahl must be sworn to, to show your claim number, railroad claim number



and amount. All claims due may be entered on the one form of affidavit by number and amount, but there must be attached a copy of the claim base originally filed with the claim, showing said claimants' and railroads' claim number. Only one affidavit is necessary to cover all claims still due from the C. & A. on shipments-made prior to receivership. Signed, Chas. Rippin, Traffic Commissioner."

\* \* \*

A delegation of St. Louisans headed by James E. Smith, president of the Mississippi Valley Association, and representatives of five other cities interested in the Federal barge line will appear before Secretary of War Weeks to ask for an appropriation of \$3,100,000 for the barge service. The Secretary of War has already indicated that \$1,000,000 will be asked. Present equipment is not sufficient to handle the immense traffic offered, particularly of grain and flour. The other cities to be represented in the delegation are: New Orleans, Mobile, Birmingham, Memphis and Cairo.

\* \* \*

W. J. Edwards, president of the St. Louis Merchants' Exchange, has been selected a member of the St. Louis Citizens' Bond Supervisory Committee, to supervise the expenditure of the \$87,000,000 bond issue just voted for general civic improvements. The duty involves both responsibility and honor. Responsibility because the members are charged to oversee the wise expenditure of so large a sum and honor because only those enjoying the absolute respect of the general public were selected.

## CINCINNATI

HARRY A. KENNY CORRESPONDENT

ACTIVITIES of the Cincinnati Grain and Hay Exchange during 1922 were reviewed by President John DeMolet at the annual meeting and dinner held at the Chamber of Commerce. The meeting was one of the largest in the history of the organization. Reports were submitted by the various officers and committeemen covering the important phases of the year's activities. They revealed that the members are alive to the importance of carrying on their local organization aggressively and that in spite of the unstable grain and hay markets and reduced profits of the members, the Exchange was in an enviable position of prosperity and harmonious fellowship.

Strong indorsement of the development of the "Bottoms" for freight and passenger terminal purposes was given by the members. President DeMolet introduced the subject by proposing a set of resolutions in which the plans of George Dent Crabbs, ex-official of the Chamber of Commerce and president of the Philip Carey Manufacturing Company were fully approved and which stated that the Cincinnati Grain & Hay Exchange stood ready to co-operate with the Chamber of Commerce in serving with any committee which might be appointed to further the terminal development. The resolution declared for immediate action and pledged the moral support of the grain trade to assist in the matter. The resolutions were adopted by unanimous vote.

Frederick E. Watkins of Cleveland, president of the Grain Dealers National Association, who was a guest at the meeting, congratulated the organization on its stand and said that he hoped that nothing would interpose to prevent consummation of a need which had been so pressing in the Queen City for many years.

President Watkins asserted that such terminal development would result in a tremendous impetus to the grain trade and would tend to place Cincinnati where she ought to be as the greatest Soft wheat market in the world. He also spoke at length on the ethics of the business and dealt with inimical programs of regulation now pending in Congress.

Results of the election of directors of the Exchange were announced. The successful candidates for the three-year term were H. Edward Richter, Ralph H. Brown, Elmer H. Heile, Robert L. Early, and Fred M. Scholl. W. R. McQuillan was elected director for the two-year term. The voting was close, the defeated candidates Frank R. Brown, Frank J. Currus, John H. Dorsel, D. W. Hopkins, E. A. Smith and B. H. Wess, having been beaten by margins of a few votes. The highest vote of any candidate was 42 out of a strength of about 260.

In the annual report of President DeMolet, special commendation was given to the work of committees on finance, traffic, special committee on inspection and temporary quarters. He stressed the point that at no time in the history of the Exchange or in the history of the grain and hay men in Cincinnati had there been fewer commercial disputes than during 1921. He said the Arbitration Committee had been called to serve on but two cases and these were hangovers from 1921. The Committee on Grain Inspection heard but two cases and on hay inspection only three.

The statistical report of Dominick J. Schuh, executive secretary, showed total receipts for 1922 of 3,102 cars of wheat, 4,018 cars of shelled corn, 335 cars of ear corn, 743 cars of oats, 41 cars of barley and 104

cars of rye, a total of 9,403 cars or 12,541,900 bushels of all grains. The shipments were 2,428 cars of wheat, 2,462 cars of shelled corn, 901 cars of oats and 114 cars of rye. Hay and feed receipts were 6,754 cars or 74,294 tons of hay and 631 cars or 18,930 tons of feed. Comparisons with 1921 business show an increase of about 100,000 bushels of wheat received and 400,000 bushels of wheat shipped. Shelled corn shipments increased 134,000 bushels, ear corn receipts increased 118 cars, receipts in barley were more than doubled, and there was a large increase in the stock feed and mixed feeds. Oats receipts declined 795 cars and receipts of hay decreased 1,511 cars, but these losses were easily accounted for by the shrinkage in the use of horses in the Cincinnati district, due to increase in the use of automobiles and trucks. The increase in feed receipts amounted to 5,910 tons and that, combined with increases in wheat and other grains reduced the losses in business to about 193 cars on the total calculations.

At the reorganization meeting of the Board of Directors the same staff of officers were re-elected. They are: President, John DeMolet; first vice-president, R. S. Fitzgerald; second vice-president, B. H. Wass; secretary, Elmer H. Heile; treasurer, Frank L. Watkins; D. J. Schuh was re-elected executive secretary. The new directors and officers were administered the oath of office by Mrs. Sarah B. Richter, wife of H. Edward Richter, president of the Richter Grain Company.

President DeMolet appointed the following, chairman of the various committees for 1923: Arbitration, H. Lee Early; Auction and Call, Elmer H. Heile; Custodian, H. Edward Richter; Corn Discount, E. B. Terrill; Entertainment, W. B. Riley; Executive, John DeMolet; Finance, F. L. Watkins; Grain Inspection, F. F. Collins; Hay Inspection, Sherman J. Boss; Oats Discount, W. R. McQuillan; Rules, H. Edward Richter; Rye and Barley Discount, Max Blumenthal; Weighing, A. M. Braun; Wheat Discount, W. G. Stueve. Elmer H. Heile was appointed Chairman of the Yard Board of Governors.

\* \* \*

Fred Ferger, brother of August and John Ferger, local feed merchants, died at San Francisco, February 5, shortly after his arrival in this country from Honolulu. Mr. Ferger was returning to America after completing a trip around the world. He contracted a cold shortly after the steamer left Honolulu, which developed into pneumonia. Mr. Ferger, who was 61 years old, had been engaged in the real estate business at Chattanooga, Tenn., for the past 30 years. He started on his trip around the world January 1, 1922.

\* \* \*

Henry M. Brouse of the Perin-Brouse-Skidmore Grain & Milling Company has been elected assistant secretary and treasurer of the Chamber of Commerce and chairman of the House Committee.

\* \* \*

Frank Krehe, 68 years old, retired coal and feed merchant died at his home in St. Bernard, January 29, after a lingering illness of several months, which culminated in pneumonia. At the time of his death, Mr. Krehe was treasurer of St. Bernard, a municipality on the outskirts of Cincinnati.

\* \* \*

D. J. Schuh, executive secretary of the Cincinnati Grain and Hay Exchange, was the recipient of many congratulations from members of the exchange recently. The occasion was the arrival of a 10-pound baby girl at Mr. Schuh's home in Fort Thomas, Ky. Mr. Schuh's family now comprises two boys and a girl.

\* \* \*

F. N. Winkler of the Mutual Commission Company, has been in the South for the past month in the interest of the company's hay business.

\* \* \*

Cincinnati's position as a Soft wheat market has been materially strengthened, as the result of the absorption of the A. C. Gale Grain Company and the Fairmount Elevator & Warehouse Company by the Early & Daniel Company, receivers of hay and grain and manufacturers of special feeds. The transaction, which is the largest of its kind recorded in Cincinnati in several years, was announced by H. Lee Early, president of the Early & Daniel Company. Stockholders of the company will meet February 20, to perfect the absorption. The business of the Early & Daniel Company has grown tremendously during the past few years and the consolidation, according to Mr. Early, will give his company additional facilities. After the merger is ratified by the stockholders, the Early & Daniel Company, will be reorganized and its capitalization increased to \$1,500,000. The present capitalization of the company is \$350,000. The transaction involves about \$500,000. The Fairmount Elevator & Warehouse Company is a subsidiary of the A. C. Gale Grain Company. Maurice J. Freiberg and Murray Eisfelder, owners of the Fairmount Elevator & Warehouse Company, also are the strongest financial factors in the A. C. Gale Grain Company which specializes in wheat. The bulk of its business has been handled through the Fairmount Elevator & Warehouse Company where wheat is cleaned and stored pending shipment.

With the acquisition of the elevator company's property, the storage capacity of the Early & Daniel Company, will be increased to 750,000 bushels. The Fairmount Elevator & Warehouse Company is capable of holding 100,000 bushels of grain, while the hay

warehouse can take care of 100 cars for storage purposes. At the present time the Early & Daniel Company has a modern elevator at Sixth street and the Big Four Railroad.

This additional storage space will put the Early & Daniel Company and the Cincinnati grain trade as a whole, in a better position to compete with the Eastern grain dealers in the export trade.

The Early & Daniel Company maintains branch plants in Covington and Erlanger, Ky., and Elizabethtown, Ohio. The officers of the company are H. Lee Early, president; E. B. Terrill, vice-president; Robert L. Early, secretary and treasurer and W. T. Brewster, general manager. There will be no change in the personnel of the company. Joseph Lackey will continue to assist Mr. Terrill in the grain trade department, Albert Hess will assist Robert L. Early manager of the hay department, Lyle Lord will continue in charge of the feed department with Frank Gaubenmerkle as his assistant, while Ellis' Early and Albert Wasser will look after the elevators and warehouses.

Following the completion of the merger, A. C. Gale who is president of the A. C. Gale Grain Company, with offices in the St. Paul Building, will affiliate himself with the DeMolet Company, with offices in the Gerke Building. Mr. Gale will look after the wheat business of that firm.

When the Early & Daniel Company is reorganized and capitalized for \$1,500,000, Messrs Freiberg and Eisfelder will receive stock in the new corporation equivalent to their holdings in the Fairmount Elevator & Warehouse Company. The number of directors will be increased from five to seven at the meeting of the stockholders, who will be asked to authorize the issuance of 20,000 shares of common stock without par value, in addition to 4,000 shares of preferred stock of the par value of \$100 each.

Holders of the preferred stock will be entitled to a dividend of 7 per cent yearly, payable each quarter out of surplus profits. At present there are only 2,000 shares of common stock outstanding and 1,500 shares of preferred stock. A majority of both the preferred and no-par common stock of the new company will be absorbed by stockholders of Early & Daniel Company and by Messrs. Freiberg and Eisfelder.

The elevator of the Fairmount Elevator & Warehouse Company, which is located at the C. H. & D. railroads tracks and Hoppe street will be remodeled. E. B. Terrill, vice-president of the Early & Daniel Company, said that improvements involving \$50,000 would be made.

\* \* \*

C. C. McCracken, formerly with the Chattanooga Feed Company, has joined the ranks of representatives of the Perin-Brouse-Skidmore Grain & Milling Company. Mr. McCracken will devote his attention to the malted dairy feed, recently put on the market by the company.

NEW YORK  
C. K. TRAFTON - CORRESPONDENT

RECENT advices from Liverpool announce the retirement from active business of our old and esteemed friend Alex. R. Bingham, generally known as "Alek" by his many friends in the grain trade. Mr. Bingham joined the New York Produce Exchange many years ago, being then a resident here and active in the grain exporting business. He still retains that membership although he returned to Liverpool about 30 years ago, where he continued active as head of the old firm of A. R. Bingham & Co., and came here only on occasional visits. His friends were not surprised to hear of his retirement as he had been in business for over 50 years, and was 81 years of age. In spite of his advanced years "Uncle Alek" is still full of energy and "pep" and hence many of the "old-timers" expect that he will pay us another visit in a short time. He was always greatly admired and esteemed because of his kindly nature and invariable good humor.

\* \* \*

Samuel Mincer, well known to members of the grain trade as one of the most active operators on the Chicago Board of Trade, spent a few days recently on the New York Produce Exchange, of which he became a member a short time ago. During his brief stay he demonstrated that in addition to being a shrewd trader he is possessed of considerable skill as a checker player.

\* \* \*

Many members of the New York Produce Exchange and of other mercantile bodies in this and other cities of the state were greatly pleased to learn that Governor Smith had appointed Edward S. Walsh as Superintendent of Public Works. Recognizing his long experience and special fitness for the position, many of them had been working actively to secure his appointment to this important position. During a short talk I had recently with Mr. Walsh I was pleased but not surprised to hear him say that he was going to work hard and constantly to keep the Erie Barge Canal in the best possible condition in order that there might be no unnecessary obstacles to transportation. This means primarily that



frequent dredging must be done to maintain the proper depth of water. Occasionally the water becomes extremely shallow owing to heavy deposits of sand, gravel, etc., especially after heavy storms.

\* \* \*

Henry L. Goemann, who has been for many years a prominent figure in the grain trade with headquarters at Mansfield, Ohio, and prominently identified with the Grain Dealers National Association and other organizations, came east late in January and spent a short time with his many old friends on the Produce Exchange. He had spent considerable time in conference with officials of telephone and telegraph companies regarding rates, etc., and had also been busy in Washington working for the repeal of the war tax on telephone and telegraph messages, as the present charges of 10 to 20 per cent are exorbitant. Subsequently he went to Florida for a short rest.

\* \* \*

James S. Schonberg, familiarly called "Stanley" by his many friends in the grain trade on the New York Produce Exchange, has severed his connection with the old grain commission and export house of James Carruthers & Co., Inc. In the future he will be located in Chicago as manager of the export department for Fred Uhlmann who was formerly connected with the J. Rosenbaum Grain Company in that market. While his friends were sorry to see him go, they wished him great success in his new field where he will have greater responsibilities and more opportunity to progress.

\* \* \*

Many members of the grain trade in other cities as well as in New York will no doubt be greatly pained to learn, as I was late last month, that Lurward B. Kennedy had passed away at the age of 56 years. Mr. Kennedy, who was a member of the old grain distributing firm of Clark & Allen, had many friends in the trade, and especially on the Produce Exchange, of which he had been a member for many years. He had been connected with the old firm for 37 years, or since leaving high school, becoming a partner about seven years ago. I learned this sad news while talking with E. A. Allen, one of the older members of the firm, who still retains his membership in the Produce Exchange, although he retired from active business some time ago.

\* \* \*

The Board of Managers of the New York Produce Exchange has elected the following applicants to membership: Wm. C. Biers of the North American Grain Company, Inc.; Warren S. Moore of the W. S. Moore Grain Company; Joseph Stern, connected with the New York office of Jackson Bros. & Co.; Charles L. and Louis L. Dreyfus of the old and prominent French grain house of Louis Dreyfus & Co.

\* \* \*

The following applications have been received for membership in the New York Produce Exchange: James Stewart, executive head of the Maple Leaf Milling Company, Winnipeg; Louis J. Weitzman of the Weitzman Milling Company, flour blenders, Chicago; Joseph Feuer of the Continental Grain Company, New York; Charles I. Rini of the Parker Commission Company, grain merchants, Philadelphia.

\* \* \*

The following members of the Chicago grain trade were among the recent visitors on the New York Produce Exchange: Barnett Faroll of Faroll Bros., commission merchants; A. R. Frank, of E. Lowitz & Co., commission merchants; H. R. Strauss, manager of the Bertley Company, feed shippers; W. P. Anderson, president and treasurer of W. P. Anderson & Co., grain merchants; Milton Rich, with the cereal department of the Armour Grain Company; Paul Picard, connected with Jackson Bros. & Co., commission merchants.

\* \* \*

Colonel George Carruthers, a member of the old grain receiving firm of James Carruthers & Co., Ltd., Montreal, Winnipeg, and New York, recently returned to his post on the New York Produce Exchange after an absence of about two months in Europe, chiefly in England. Mr. Carruthers is almost as well known here and in other leading markets as his esteemed father, the head of the company.

\* \* \*

Members of the New York Produce Exchange, and especially those in the grain and feed trades, were much gratified to hear of the election of their old friend John J. Stream as president of the Chicago Board of Trade. During several years Mr. Stream has been a frequent visitor in this market and has made numerous warm friends. Many complimentary remarks were heard regarding his fitness for the important office to which he has been elected.

\* \* \*

Members of the grain trade on the New York Produce Exchange, as well as in all other markets, were greatly interested lately to learn that the old and well known grain receiving and shipping house, the J. Rosenbaum Grain Company, Inc., had been changed to The Rosenbaum Grain Corporation. Subsequently another interesting announcement was made, to the effect that Wm. H. Muller & Co., a prominent grain exporting firm of this country and Canada, had been merged into the new Rosenbaum Corporation. It was stated that the firm of Wm. H. Muller & Co. would continue to function in European markets with head offices at The Hague, Holland, and will represent the Rosenbaum Grain Corporation in all foreign countries in which they have mutual interest.

## PHILADELPHIA

T. A. SIEBER

CORRESPONDENT

**R**E-ELECTIONS were the order of the day in the recent annual election of the Commercial Exchange. Walter K. Woolman, head of the grain firm of S. C. Woolman & Co., was re-elected president of the Commercial Exchange, together with George M. Richardson, as vice-president, who is general superintendent and treasurer of the Philadelphia Tidewater Terminal, and Emanuel H. Price, treasurer, head of the Klauder Feed & Coal Company. Ambrose B. Clemmer has been reappointed secretary for the tenth consecutive year.



WALTER K. WOOLMAN

The Directors elected to serve a term of two years include Wm. M. Richardson, president of the Philadelphia Export Company, grain; Albert L. Hood of E. Dunwoody Company, grain; Thomas K. Sharpless, of Brey & Sharpless, flour; Hubert J. Horan, flour; D. J. Murphy, stevedore; Edward Rice, Jr., of Rice, Unruh Company, steamships. Howard F. Brazer of Wm. P. Brazer & Sons, grain, was elected a director to serve a term of one year.

The membership also took action upon Section 1 of Article XXIV of the By-Laws, the abolition of which



GEORGE M. RICHARDSON

was approved by the Board of Directors, which resulted in the following section being stricken from the By-Laws of the Exchange: "Members of the Exchange acting as brokers shall be responsible under the rules for all transactions for non-members."

Emmanuel H. Price, treasurer, has had a considerably long record with the Commercial Exchange and has devoted much time in building up its finances. He was elected treasurer for the sixth consecutive term, has served as vice-president for one year and was a director for 20 years. Mr. Price entered the employ of S. D. Hunsberger, grain and feed merchant in this city, when 15 years old as an office boy and in 1918 the business was sold on account of the death of Mr. Hunsberger. It was after this that he started the Klauder Feed & Coal Company and has continued with this firm for the past 12 years. He has been a member of the Commercial Exchange since 1883.

President Woolman has appointed the committees of the Exchange of which the following are chairmen: Finance, Samuel L. McKnight; Membership, Thomas K. Sharpless; Rooms and Fixtures, Wm. M. Richardson;

son; Transportation, Hubert J. Horan; Information and Statistics, Roy L. Miller; River and Harbor, D. J. Murphy; Grain, William B. Stites; Flour, Armon D. Acheson; Feed, W. O. Fehling; Provisions, F. M. Hall; Seeds, John W. Koch; Arbitration, Samuel McCleary; Appeal, H. DeWitt Irwin; Complaint, Robert Morris.

\* \* \*

A new membership in the Commercial Exchange has been petitioned for during the past month by H. B. Cassel & Son.

\* \* \*

Wm. H. Long, Jr., representing the Updike Grain Company, at Omaha, Neb. and W. R. Bawlf, president of the N. Bawlf Grain Company, Winnipeg, were among the visitors on 'Change during the past month.

\* \* \*

Adam D. Bahmer, hay merchant, who was confined to his home with a sprained ankle for several weeks, has returned to his office in the Bourse.

\* \* \*

Charles T. Robinson, manufacturer of flour bags, recently left Philadelphia with his wife to spend the remainder of the winter in Florida.

\* \* \*

Embargo No. E-70 has been canceled by the Pennsylvania System, which covered all shipments of freight, including grain and grain products, consigned to all consignees at Merchants Warehouse, Kensington, Philadelphia, Pa.

\* \* \*

Having been confined to his home for some time with the grippe, Frank Richards, flour and grain merchant, has returned to his office in this city.

\* \* \*

Among the Chicago visitors at the Commercial Exchange during the past few weeks, were: W. P. Anderson, president of the W. P. Anderson Company, receivers and shippers; Herbert R. Strauss, representing Bertley Bros., feed merchants; and Frank A. Jost, treasurer, D. Rothschild Company, grain merchants.

\* \* \*

Samuel Bell, Jr., of the flour firm of Samuel Bell & Sons in this city, has returned to his office after spending some time on a fishing trip at Long Keys, Florida.

\* \* \*

Harry F. Roberts, formerly of the grain firm of Benjamin F. Ashby, has opened a feed store at Burlington, N. J., which will be known as the "Serve You Grain & Feed Store".

\* \* \*

Joseph P. Rodgers, salesman in the flour department of Richardson Bros., after having been confined to his home in this city with the grippe for about three weeks, has returned to his office in the Bourse.

\* \* \*

The Pennsylvania System has cancelled embargo No. 42, covering shipments of cob corn, when consigned to all consignees at Keystone Elevator Company, North Philadelphia, Pa.

\* \* \*

The Flour Club of Philadelphia has received applications for membership from Frank M. Turnbull, Samuel H. Young of the grain firm of S. H. Young & Co., and Frazer K. Pettus, representing the Omaha Flour Mills Company.

\* \* \*

C. Herbert Bell, former president of the Commercial Exchange, has been elected a member of the Board of Directors of the Philadelphia Chamber of Commerce.

\* \* \*

When flames recently destroyed the upper floors of the feed storage house occupied by P. P. Brenne-man at Columbia, Pa., many tons of flour and a quantity of feed were damaged by water in the lower part of the building.

\* \* \*

The Bourse office of the Pennsylvania System has been advised by the N. Y. N. H. & H. R. R. that they will accept shipments of hay under the heading of "Feed for Livestock", in connection with embargo 395-X, covering carload freight for final delivery consigned to Jersey City and other points.

\* \* \*

The Minnesota visitors on 'Change during the month were: LeRoy D. Godfrey, president of the Godfrey Grain Company; H. S. Helm, president, Russell-Miller Milling Company; M. E. Grant, representing the Van Dusen-Harrington Company, all of Minneapolis; and F. B. Stubbs, grain shipper of Wells, Minn.

\* \* \*

The Pennsylvania System has placed embargo No. E-2, account of accumulation, on all freight, including flour, from all points when consigned, to be reconsinged, or intended for Merchants Warehouse, 15th and Carpenter streets, Philadelphia, Pa.

\* \* \*

According to the monthly statistics of the Commercial Exchange, the stock of grain in public warehouses in Philadelphia on February 1 was: 1,511,906 bushels wheat, 657,253 bushels corn and 719,873 bushels oats, compared with 1,766,470 bushels wheat, 396,423 bushels corn and 516,440 bushels oats on January 1 and 2,080,117 bushels wheat, 477,955 bushels corn and 248,093 bushels oats on February 1, 1922. Receipts of grain at Philadelphia during the month of January, 1923 were: 5,566,476 bushels wheat, 1,507,731 bushels corn, 475,201 bushels oats, 179,458 bushels rye and



24,856 bushels barley. Exports from this port during the month of January, 1923, were: 5,421,430 bushels wheat, 964,433 bushels corn, 94,754 bushels oats, 200,691 bushels rye and 23,189 bushels barley.

The average high and low closing prices of cash grain at Philadelphia during the month of January, 1923, was as follows: Wheat; No. 2 Red, for export, \$1.28@1.33; Corn; No. 2 Mixed, for export, \$0.81@.86; Oats; No. 2 White, natural, for domestic, \$0.54@.55½.

During the year just passed there was manufactured by the flour mills in Philadelphia a total of 713,719 barrels of flour.

Lincoln K. Passmore, first vice president of the Bourse, left this city the latter part of January with his wife on a trip around the world, in order to study conditions in other countries. Mr. Passmore is well known in financial and business circles here and his return is not expected for several months.

The business of H. M. Long, grain and feed merchant, Oxford, Pa., has been consolidated with the grain, feed and hay business of James L. Pennock, Chatham, Pa., which will hereafter be conducted under the trade name of J. L. Pennock & Co.

The number of cars unloaded at the Girard Point Elevator during the month of January 1923, was: 1,670 wheat, 785 corn, 125 oats, 4 rye; at the Port Richmond Elevator, 1,750 wheat, 17 corn, 22 oats, 77 rye and 16 barley; at the Twentieth Street Elevator, 2 wheat, 15 corn, 50 oats, 1 rye, 1 barley, 3 Kaffir corn and 1 buckwheat.

At the annual meeting of the Flour Club of Philadelphia, held on February 9, the following officers and directors were elected to serve during 1923: president, Hubert J. Horan; vice-president, Thomas K. Sharpless; treasurer, William McAleer, Jr.; secretary, E. P. Mitchell; directors: C. Herbert Bell, J. Williard Craig, Samuel B. Millenson, Roy L. Purchase and Armon D. Acheson.

A copy of a formal complaint has been received by the Traffic Manager of the Commercial Exchange, which was filed by the New York Hay Association against the Aberdeen & Rockfish R. R., et al., before the Interstate Commerce Commission against rules and charges of the railroads with regard to diversion and reconignment of hay and straw. While no docket number or time and place of the hearing has yet been assigned, the Commercial Exchange will, in all probability, intervene in support of the complaint.

Physical examination of cars of ex-lake grain for export will be discontinued by the Car Examination of the Commercial Exchange. This action was taken at a meeting of the grain trade in this city recently when an amendment was made to the Grain Rules. This rule will now read: There shall be a Car Examination Bureau for the purpose of making a physical examination, securing seal records and issuing certificates therefore, on all cars loaded with grain arriving at Philadelphia, except ex-lake grain for export, to be inspected by the Grain Inspection Department.

Frank P. Willits has been made Secretary of Agriculture in Pennsylvania by the recently elected Governor, Gifford Pinchot. One of his sons, Paul, is associated with him in the management of his farm in Delaware County while another, James, is professor of economics in the Wharton School of the University of Pennsylvania. Mr. Willits describes himself as a dirt farmer trying to keep abreast of the times and that he will endeavor to keep Pennsylvania's agriculture among the leaders.

Application for authority to ship must be accompanied by bona-fide evidence of steamship engagement (for solid cargoes, copy of ship's charter party; for parcel lots, copy of ocean contract). If, however, grain is to be sold f.o.b. seaboard elevator, and not to be exported by application the Pennsylvania Railroad reserves the right to authorize such shipments only when the seaboard elevator is in a position to unload promptly and store said grain on arrival.

Although 1922 was one of the poorest years for farmers in many years, the South Jersey Farmers' Exchange, of Woodstown, N. J., a co-operative association with a membership of about 800 transacted the greatest volume of business of any year since it was organized, according to reports made at the annual meeting of the stockholders held recently. The total of the turnover of the year was \$1,666,000 and the Exchange was operated on a profit of \$1.35 for every \$100 of volume of business handled. Fertilizer sales led all other supplies handled, which totaled 11,000 tons.

At a meeting of the Executive Committee of the Port of Philadelphia Ocean Traffic Bureau held on the 7th instant, A. Hoff Knight was appointed manager. Mr. Knight was formerly connected with the freight department of the Pennsylvania Railroad during which time he was freight traffic manager at Buffalo, N. Y., resigning this position to become assistant manager of the Cunard Steamship Company, Ltd., in this city.

He is a member of the City, Traffic and Export Clubs, and hopes to prove to shippers that the port of Philadelphia is the quickest, safest and most economical for both foreign and domestic shipments.

A proposition to the Trunk Line Association has been made by the Pennsylvania Railroad to extend the present transit arrangements on grain and grain products at Philadelphia so as to make it applicable on traffic originating to all stations in Canada when delivered to the Pennsylvania Railroad at Buffalo and when destined to points on this railroad.

To avoid accumulation and subsequent delay to box car equipment under load, account of awaiting ocean tonnage, or for space in elevators, the Pennsylvania Railroad has placed embargo No. E-1 on all-rail grain consigned, reconsigned or intended for export via the port of Philadelphia and Baltimore, with the following exceptions:

Authority for accepting grain under this embargo will be issued by R. C. Morse, Supt. Frt. Trans., Broad Street Station, Philadelphia, and revenue and card waybills for such cars must bear his authority number.

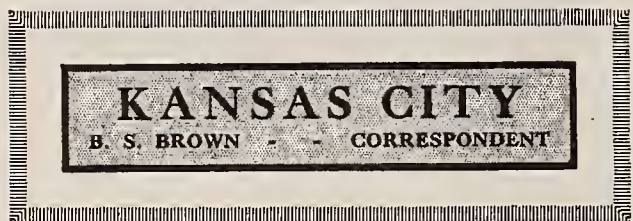
Application for the movement of all grain should be made to J. E. Weller, F. T. M., Chicago, Ill.; J. T. Johnson, F. T. M., St. Louis, Mo.; J. J. Koch, F. T. M., Pittsburgh, Pa.; or A. J. Ball, F. F. A., Philadelphia, Pa.

The Philadelphia Commercial Museum has received the following communications, answers to which should be made by number:

40484, Catania, Sicily, Italy. "I wish to establish business relations, either for my own account or for the account of my customers, with houses exporting grains." Correspondence in French.

40486, Bremen, Germany. "Advices he would be interested in handling fertilizers and flour." Correspondence in German.

40492, Lisbon, Portugal. "As I wish to extend my radius of action as agent for foreign firms in Portugal and there is probability of my being successful in selling complete shiploads of wheat, I should be much obliged to you if you would send me the addresses of large and important exporters of your country who would be willing to grant me exclusive agencies for Portugal." Correspondence in Portuguese.



THERE has been an unusual winter accumulation of wheat at Kansas City the past six weeks. Present stocks are a little more than 6,000,000 bushels, by far the largest of the season, though somewhat less than usually is held at this season of the year. Since the latter part of December there has been an increase of more than 1,250,000 bushels. The fact that supplies have piled up is generally attributed to irregularities in transportation conditions. Early in the fall when the car shortage was pronounced country elevators were swamped with wheat and in the winter when the car situation eased this wheat began to move to market at a rapid rate.

At present most elevators in the Southwest are said to have scant supplies on hand, which suggests that the movement will probably continue moderate and elevator stocks will probably not show much further increase.

The mild weather which prevailed in all the Southwest the latter part of December and all of January resulted in a gradual shrinking of the demand for corn and oats and other feedstuffs. Kansas City dealers at one time reported that feeders in their territory had stopped buying entirely and were selling considerable amounts of corn and oats at prices several cents under the replacement basis.

Wheat receipts at Kansas City in January were second largest on record for that season of the year, 5,190 cars. Compared with the preceding month, there was a decrease of 1,444 cars, and with a year ago an increase of 1,214 cars. The 10-year January average was exceeded by 1,895 cars. Corn arrivals in January were moderate, 31 per cent less than the 10-year January average. Oats receipts were liberal, nearly twice those of the preceding month.

The Missouri Pacific, on account of accumulation, recently declared an embargo on all freight, originating at or coming from Omaha, destined to Kansas City and all points beyond. Livestock and perishables were excepted.

There has been little export activity at the Gulf ports recently, as prices there have been a little under the Canadian and Argentine basis, as far as European buyers were concerned. The few sales reported have generally been distressed wheat, sold at concessions. Premiums have continued to follow a lower trend and all positions reached the lowest level of the season.

Around the first of the month nearby loadings were quoted at 6¾ cents over the Chicago May price. Gossip of the trade has been that Gulf sales have generally been wheat shipped there as part of the recent dealings in Chicago December wheat, the object being to keep the grain away from Chicago. If such was the purpose, it was said, the deal proved a loss at both the Gulf and at Chicago.

Crop news has been in the foreground constantly at Kansas City for a good many weeks, but it has not been much of a factor in influencing the market as the season is admittedly too young to make any accurate statements regarding the probable outcome of the crop. On the first of the month it has been more than two months since the extreme western part of the Winter wheat area had received any appreciable moisture. In western Kansas many fields have not sprouted and the fields that are up have made no progress. The outlook is not favorable, but doubtless much of the crop can revive if spring conditions are favorable.

The Corn Products Refining Company of Kansas City has been running at about half capacity for some time, requiring about 50,000 bushels of corn a week.

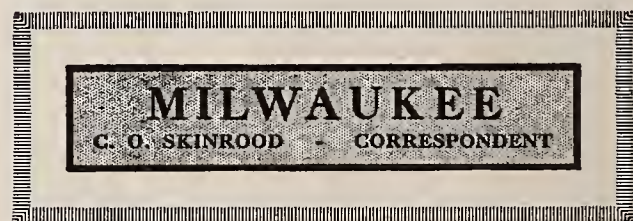
L. W. Sanford has been elected a member of the Kansas City Board of Trade on transfer from O. T. East. Both are with the Federal Grain Company.

A bill is expected to be introduced in the Kansas Legislature soon requiring that most of the employees of the State Grain Inspection Bureau have at least three months' experience in that kind of work before being eligible to appointment. J. S. Hart, retiring chief of the bureau, favors the measure, which it is said, would tend to limit the number of purely political employees and increase the efficiency of the department.

The Enid and Oklahoma City offices of Dilts & Morgan, Kansas City firm which recently failed, have been taken over by the Fuller Grain Company. B. C. Christopher & Co. have taken the defunct firm's Salina office and the Wichita office has been taken by Thomson & McKinnon. C. R. Vestal and Dewey Hunter, formerly with Dilts & Morgan, will be with Goffe & Carkener in charge of branch offices at Salina and Wichita, respectively. W. H. Burns, formerly with Dilts & Morgan, has taken the Kansas City office of E. L. Lowitz & Co., succeeding C. E. Lathrop.

The firm of Fisher & Fisher has been incorporated at Kansas City, with offices in the Glover Building.

J. S. Bache & Co. of New York and Chicago, have taken over the physical assets of Houston, Fible & Co., Kansas City stock and grain brokers, who failed recently.



THERE is less complaint on the part of members of the Milwaukee Chamber of Commerce as to the car shortage, which has been such a big factor in trade for months. Cars are being supplied more readily in many cases, but there is still some lack of service on this score.

The receipts of grain at Milwaukee for the first weekly report in February were 985 car loads, against 972 car loads in the previous week and 1,305 car loads a year ago and 580 cars for the corresponding week two years ago. The receipts for the past week were made up of 114 car loads of barley, 443 cars of corn, 290 cars of oats, 52 cars of wheat, 77 cars of rye and 2 cars of flax. Corn and oats make up the great bulk of receipts, comprising more than 700 car loads out of the total of a little less than 1,000 cars.

Shipments of grain for the past week were at a comparatively high level with 409,000 bushels of oats, 448,000 bushels of corn, 67,000 bushels of barley, 59,000 bushels of wheat, and 152,000 bushels of rye in round numbers. This makes a total of 1,137,000 bushels as compared with shipments in the previous week of 1,259,000 bushels and 736,000 bushels for the corresponding week a year ago. Shipments were approximately twice as large as those for the same week last year.

Receipts of grain for the last week in January were 972 cars against 907 cars in the previous week, 934 car loads for the corresponding week a year ago and 1,227 car loads for the same week two years ago. These figures indicate offerings about the same size as last year, but considerably less than two years ago.

Taking the entire month of January, receipts of grain at Milwaukee were approximately 4,000 cars, this was made up of 331 car loads of wheat, 1,655 car loads of corn, 984 car loads of oats, 590 car loads of barley, 408 car loads of rye, 29 cars of flax seed, and 34 cars of miscellaneous grains, making an aggregate for the month of 4,031 cars. These figures indicate an average of receipts of 1,000 cars a week in round numbers.

Grain men assert that there are still very large



amounts of grain in the country, and that a great deal of this grain should normally come to the market within the next few weeks. For this reason, heavy receipts of grain are looked for for some time to come. The high prices being paid for grain have also stimulated sales in the country. Farmers are apparently satisfied with the returns for grain at the present time, in the belief that not materially better prices can be expected for a considerable period.

The ruling prices for No. 3 barley recently have been from 65 to 70 cents a bushel as compared with a range of 61 to 64 cents for the corresponding date a year ago. Barley is therefore about 6 cents a bushel higher than last year. No. 3 White oats has been quoted recently at Milwaukee at 43 to 46 cents a bushel as compared with ruling prices a year ago for the corresponding date of 35 to 38 cents. Prices are approximately 8 cents a bushel above last year, or about 20 to 21 per cent above a year ago. No. 2 rye has been moving recently at Milwaukee at 87 to 88 cents a bushel. This compares with a price a year ago for the corresponding date of about 90 cents a bushel. Rye is therefore slightly lower than a year ago. No. 3 Yellow corn has been selling around 72 cents recently at the Milwaukee market. This compares with a price a year ago for the corresponding time of about 51 cents a bushel. The gain over last year is therefore about 21 cents a bushel, or about 40 to 41 per cent higher than a year ago; No. 1 Northern wheat has been selling at Milwaukee at \$1.22 and \$1.28 as compared with a ruling price for the same grade a year ago of \$1.50 to \$1.58. The market is about 30 cents lower than last year, or approximately 20 per cent under prevailing price of 1922.

Corn leads the field of grains for higher prices with a gain of about 40 per cent over 1922. Next in line comes the oats market with a gain in round numbers of 20 per cent. Third in the list comes barley with an advance over a year ago of about 10 per cent. Rye is a mere trifle lower than last year, while wheat is about 20 per cent under prevailing rates a year ago.

Grain in store at Milwaukee at the opening of the present month was 171,000 bushels of wheat in round numbers, 411,000 bushels of corn, 839,000 bushels of oats approximately, 292,000 bushels of barley and 224,000 bushels of rye. Grain supplies here are somewhat larger than they have been in previous weeks.

A. G. Cox, president of the Northern Wisconsin State Fair at Chippewa Falls, has sold the Linderman flour mills at Osseo to John Wogstad of Whitehall, after operating it for the last twenty-three years. Another recent sale of flour mills is that of Albert A. Nowak, president of the Illinois-Wisconsin Millers Association who has sold the Juneau Roller Mill at Juneau, Wis., to Henry Schwantes, a retired farmer. The building and machinery is valued at about \$18,000. Mr. Nowak has taken a farm in exchange and will raise blooded cattle.

The February rate of interest has been fixed by the Finance Committee of the Chamber of Commerce at 6 per cent. This is the same as the rates which have prevailed in recent months.

Milwaukee flour mills have reported very dull trade recently and have been turning out only about 1,000 barrels of flour a week. This compares with production of about 7,500 barrels for the corresponding week a year ago. Millers generally report very dull business in flour with mills running only to a fraction of their capacity.

Feed prices have shown an easier tone. The demand has slumped with most buyers apparently averse to paying the ruling high prices for mill feeds. The usual spring demand from Wisconsin, when cows begin to freshen, has not appeared as yet. Wisconsin farmers are apparently feeding only small amounts of mill feeds, because of the abundance of their own crop of home raised feeds, and also because they are lacking in the ready cash with which to invest in feeds.

The production of rye flour by Milwaukee mills has been at the rate of 1,000 barrels a week, which is the same rate of production as for the corresponding week a year ago. The rye flour trade is nearly normal.

A heavy movement of grain was reported by Manitowoc for the past year with more than 7,000,000 bushels shipped from that port for the year of 1922, according to the report of Edward Kellner, customs collector. Of the grains loaded at Manitowoc for Buffalo and other ports down the lakes, the most important grain was corn with 4,624,000 bushels shipped in round numbers. Next in line was oats with 1,594,000 bushels approximately.

One of the principal ideas advanced at the meeting of the Wisconsin State Millers Association in Milwaukee at the Hotel Pfister was that any relief which is provided for Europe should be in the form of flour rather than in form of wheat. The millers of the state generally reported very dull conditions in the trade, the demand for flour being of small proportions and the mills running only a small fraction of their capacity. The officers elected at the close of the meeting were as follows: President, E. O. Wright, Menomonee; vice-president, E. Gonzenbach of Sheboygan Falls; secretary and treasurer, L. Horton, of Appleton, Wis.; directors,

K. L. Burns of Watertown, Walter Stern of Milwaukee, E. O. Schneider of Oshkosh; and Ernest Heil of Antigo, Wis. One of the features of the visit of the millers of the state to Milwaukee was the entertainment for them at the Hotel Pfister with a luncheon by Charles R. Becker of the Milwaukee Bag Company.

John Buerger of the Buerger Commission Company is one of the boosters for a new building for the Milwaukee Chamber of Commerce. Mr. Buerger points out that although a resolution for a new building was adopted by the grain men in 1917 with an overwhelming majority, nothing has been done along that line. Secretary Harry A. Plumb, however, says that it is extremely unlikely that anything will be done concerning a new building for some time as the Chamber of Commerce has seven or eight years left of its lease on its present quarters, and that although an option is held for the purchase of the present building, it is not likely to be exercised.

The building plan has been deferred by Milwaukee grain men for many years, first on account of the war ban on building and since this obstacle was removed, the high costs of building have prevented any action. In 1917 when the subject was alive, many sites were inspected, but no action was taken towards purchasing anything at that time.

The annual Brown County Grain Show, held at DePere, Wis., was one of the most successful ever held in the county. There were some 50 exhibitors and about 230 samples of grains, grasses, peas and corn. The exhibit was later boxed and entered in the state grain show held at Madison, Wis.

The following officers were elected at the annual meeting of the Jefferson County Grain Growers' Association held at Jefferson: President, Robert Ward of Fort Atkinson; vice-president, Arthur Popp of Jefferson; secretary-treasurer, George H. Leonard of Fort Atkinson. The Jefferson County grain men are planning a reorganization of their sales department. They will adopt some of the ideas on merchandising advanced in a recent marketing conference held in Madison, Wis.

La Crosse County won the county contest at the Wisconsin State Grain Show held at Madison, Wis., under the direction of the Wisconsin Experiment Association. Brown County was second in the awards, Dodge County was third, Marathon County was fourth and Jefferson County fifth in a very sharp contest. Decisions were also rendered in the two acre corn growing contest and the individual winners in the various classes of grains.

A revised production record for the State of Wisconsin for the year 1922 has just been issued by the State Department of Agriculture. This report shows that corn and hay crops surpassed all previous production records in the state, with an oats yield 60 per cent larger than in 1921 and a rye crop about 40 per cent greater than in the previous year.

The heavy output of oats in 1922 was raised on an acreage less than in 1921. The yield per acre was fixed at 41.2 bushels per acre as compared with 24.3 bushels per acre in 1921. A comparison of the Wisconsin yield with that of other states shows that the Wisconsin yield was the largest of all states. The total production was 102,000,000 bushels, compared with 64,000,000 bushels in the previous year.

The record Wisconsin corn yields in 1922 were produced on an acreage 5 per cent larger than in 1921. The corn area was increased about 100,000 acres for 1922. Taking a grain equivalent for the portion of the crop put into silos, which was 47 per cent of the acreage, the total production was 98,000,000 bushels. The yield per acre was 44.5 bushels per acre as compared with 46.2 bushels in 1921.

A larger acreage and a yield of 1.75 tons an acre in Clover and Timothy hay, compared with a yield of 1.28 tons in 1921, brought about a total production in tame hay in Wisconsin that exceeded all other hay crops with 5,600,000 tons as the yield of 1922, compared with returns of only 4,200,000 tons in 1921. The increased yield in a single year was 33 per cent.

The acreage of rye in 1922 was 32 per cent greater than in 1921 with a total production of 7,000,000 bushels compared with 5,000,000 bushels in 1921. The yield per acre was 14.6 bushels.

The barley acreage in 1922 suffered a decline of 6 per cent from the 1921 area. The total production however was 14,000,000 bushels compared with 11,000,000 bushels in 1921. The yield per acre for the year was 15.3 bushels, compared with 11.1 bushels in 1921.

The Wisconsin acreage of Winter wheat in 1922 was increased 8 per cent, while the Spring wheat acreage was reduced 35 per cent. Winter wheat is apparently becoming more popular at the expense of Spring wheat.

The Milwaukee Chamber of Commerce reports that no less than 18 per cent of all grain cars here in the past year leaked. The progressively bad condition with the advent of the shop men's strike is shown by the following facts: January started with 11 per cent leaking, followed by February with 10 per cent, March with 14 per cent, April with 13 per cent, May with 12 per cent and June with 15 per cent. Then comes the new conditions with July reports showing no less than 21 per cent of leakage. Comes August with 26 per cent, September was still worse with 28 per cent and October

was the climax with 30 per cent of leakage. November saw some slight improvement with 24 per cent of leakage and December saw a greater advance with 19 per cent of cars showing leakage. These records, of course, indicate a great number of claims for loss on the part of shippers of grain.

Among the new members of the Chamber of Commerce are Fred E. Schueler of Milwaukee, William C. Engel of St. Louis, Theodore Edwards of McFarland, Wis., and Ernest Gonzenbach of the Falls Roller Mill Company of Sheboygan Falls, Wis.

President H. E. Byram of the Chicago, Milwaukee and St. Paul road has sent reports to Milwaukee showing that tonnage in the month of January was much larger than usual, including grain shipments. He asserts that this excellent business record should continue right on for many months to come. Mr. Byram makes an estimate that about 50 per cent of last year's grain crop is still left to be moved, so that an enormous run of grain should be expected for the next three or four months.

Milwaukee traffic men are planning to take the initiative in solving America's great railroad problem. All western railway executives, together with officers of water borne transit lines, will be asked to confer in Milwaukee or in Chicago to solve the transportation riddle of the nation. The call for the conference will come from the Council of States of the Great Lakes—St. Lawrence Tidewater Association. The plans are now being arranged according to J. J. Blommer, traffic secretary of the Association of Commerce of Milwaukee.

The Council of States Executive Committee is made up of William G. Bruce, harbor commissioner of Milwaukee; H. C. Gardiner of Chicago; and Charles P. Craig of Duluth. Mr. Craig points out that the railroads are putting on a speaking campaign in many parts of the country, trying to create good will for the American railway system. Mr. Craig added that some of these speeches had merely urged kindness toward the railroads, without pointing out the heart of the problem and suggesting remedies for the transportation troubles of the country. Real remedies will be proposed at this conference, Mr. Craig asserts.

Corn has been selling at Milwaukee at the highest point for the entire crop. There has been a brisk demand for export due to a large extent to the continuation of the drought in the Argentine and to the rising markets in that country. Both shippers and the various corn industries of the city have absorbed most of the corn readily.

In recent days the receipts of Timothy hay at Milwaukee have been in excess of the demand. The prices on the medium and the low grades of hay had to be slashed to get the buyer to take the good. The good, bright Timothy is in fair demand. Hay handlers of the city declare that the recent decline in the hay market has been such that prices have now hit the bottom and that hay bought at present prices show show a neat profit in the future.

Clover and Clover Mixed hay has also been in light demand and the market is lower because trade has been heavily filled up with supplies. Timothy hay ranges from \$13 to \$15.50 a ton and the Clover and Mixed hay from \$12.50 to \$13.50.

William George Bruce, Milwaukee harbor expert, says that he has information that Canada is showing more and more favorable sentiment toward the St. Lawrence Deep Waterway. He points to the fact that the premier of Canada has just received a delegation of grain growers from western Canada who asked for support for the new waterway.

Reference was made at this meeting to the fact that western Canada now pays 35 to 45 cents a bushel to get its wheat shipped to Europe, whereas the St. Lawrence Deep Waterway would cut down the costs at least 12 cents a bushel. Since Canada shipped about 245,000,000 bushels of grain to Europe in the year 1922, this saving of freight by the all-water route would be approximately \$30,000,000.

Mr. Bruce says that he is highly pleased at the fact that Canada is waking to the great need of the St. Lawrence Deep Waterway. He is especially pleased that the premier of Canada has apparently reversed his stand and is now taking a deep interest in the big project. Mr. Bruce adds that Canada's objection to the cost of \$200,000,000 as her share is more than offset by the fact that power sales would probably pay the entire cost of the enterprise. There is some opposition, but it is getting less assertive.

The Flanley Grain Company's office in Milwaukee, conducted for a period of years, has been discontinued and Carl A. Houlton, the Flanley grain representative here, has joined the La Budde Feed & Grain Company. Mr. Houlton will be manager of the consignment division of the La Budde company.

Another former member of the Flanley Grain Company's office force was Henry G. Hendricksen, who has severed his connection after five years of service for Flanley's and will have the entire charge of the new grain consignment department of the Deutsch & Siekert Company.



## TOLEDO

C. O. BARNHOUSE - CORRESPONDENT

**M**EMBERS of the Toledo Port Commission, Council Committee on Harbor Developments, Waterways Committee of the Chamber of Commerce, West Toledo Commerce Club and other interested citizens met in Mayor Brough's office on February 9 to consider the matter of getting more financial aid from the Federal Government for the improvement and maintenance of the Toledo Harbor. In the recent past the sum of \$50,000 has been the maximum, and this amount has been barely sufficient to provide for the cleaning of the sand from the present channel, with no thought of development or increased facilities. The lake trade at this port has increased to a point where it is imperative that a wider and deeper channel be provided, especially if the St. Lawrence canal project becomes an assured fact. Mayor Brough appointed a special committee of five members consisting of Frank E. Calkins, L. G. Macomber, W. T. Jackson, Geo. Hardy and E. Hopkins. It is the intention of this committee to co-operate with the congressman from this district in an endeavor to obtain an appropriation of \$500,000 for this port until the development reaches the proper stage. The matter will be laid before Col. Markham, United States Engineer, who has jurisdiction over this port, at a very early date.

A committee consisting of J. B. Cryan, A. C. Dean, J. W. Enright, J. C. Lynch and James Smith was appointed by the Toledo Industrial Traffic League to arrange for the annual dinner which is to be held some time in March. They expect to secure an out-of-town speaker for the occasion and a feature of the program will be a general discussion of Toledo's transportation problems.

Carl A. Goodeman, formerly with Southworth & Co., has taken service with Snyder, Wilson & Co., grain and stock brokers with offices at 412 Madison avenue, where he will have charge of the grain trading department. Mr. Goodeman has had extensive experience in the grain market and will be a valuable addition to the firm's forces.

The Produce Exchange Traffic Club held their regular monthly meeting at the Chamber of Commerce Friday evening, February 9.

The Bascom Elevator & Supply Company held their annual meeting at Bascom, Ohio, February 6, declared a 6 per cent dividend and elected the following officers: W. F. Creeger, president; A. A. Hoover, vice-president; L. B. Summers, secretary. They selected Frank Hoover manager.

Cyrus S. Coup, vice president and general manager of The Northwestern Elevator & Mill Company, returned Friday from San Francisco, where he and Mrs. Coup have been spending a couple of months visiting their daughter and her husband, Mr. and Mrs. Lewis Stewart of that city.

Early last week Joe Streicher and John Husted came on the trading floor wreathed in smiles on account of a daughter apiece which the stork had entrusted them with, but after walking the floor a few nights their smiles have changed to looks of extreme sadness and wistfulness.

Charles Keilholtz and W. W. Cummings attended the convention of the Michigan Bean Jobbers Association at Detroit on February 7.

Ormond H. Paddock, of The Paddock-Hodge Company, returned to the office February 5 after a four weeks' absence with a case of grip.

Robert S. Burge, of The S. W. Flower Company, recently made application for membership in the Toledo Produce Exchange.

Henry W. Tibbals, formerly vice president and sales manager of the Elyria Milling & Power Company, of Elyria, Ohio, recently took service with The Weber Flour Mills Corporation of Salina, Kan., to represent them in the State of Ohio with headquarters at Toledo. He succeeded Geo. N. Collins who was transferred to Springfield, Ill., not long ago. Jas. A. Holl, 1001 Second National Bank Building, Toledo, Ohio, is sales manager in charge of this territory.

David Anderson, president of The National Milling Company, shipped to Sanibel Island, Fla., on January 27, where he expects to spend a few weeks fishing. Already word, not verified however, has been received of his catching some 30 pounders.

The newly elected officers of the Toledo Produce Exchange tendered a banquet to the members of the Exchange at the Toledo Club on the evening of Janu-

ary 19. Jesse D. Hulburt, vice-president of the Exchange, acted as toastmaster, and addresses were made by Kent Keilholtz, Fred Mayer, F. O. Paddock, J. C. Husted and David Anderson of Toledo and James White of Chicago. Walter Beaven, John Delaney, W. J. Springer, A. W. Mansfield and E. Lowitz of Chicago were among the guests.

Alfred Huttig, of the Norris Grain Company, Kansas City, and F. A. Jost, of the D. Rothschild Grain Company, Chicago, called on the milling trade here Thursday.

## DULUTH

S. J. SCHULTE - CORRESPONDENT

**R**ECEIPTS of grain on this market have been falling off of late as a result of the general disposition of growers to hold out for higher prices. The cutting off of the high premiums that were offered during the first three months of the marketing season was also a factor in slowing down the movement. Elevator men on this market have commented upon the fact that considerable wheat is moving this way for storage. Space here is ample for handling all receipts for some weeks to come as stocks of all grain in the elevators here now aggregate 14,000,000 bushels out of a rated capacity of over 32,000,000 bushels.

Following the usual precedent, G. H. Spencer, vice-president of the Duluth Board of Trade, was moved up to the presidency at the annual election of the Duluth



G. H. SPENCER

Board of Trade, H. F. Salyards retiring after serving two years. Percy H. Ginder was elected vice-president. The following were elected directors: H. S. Newell, G. G. Barnum, Jr., C. T. Mears, George E. Robson and W. J. McCabe, the last-named to fill the year's unexpired term of Percy H. Ginder, elected vice-president.

The new president of the Board, G. H. Spencer, is vice-president of the Consolidated Elevator Company. He has been trained in the grain trade from the ground up and he is conceded to have won his spurs in being advanced to the head of the Board during what promises to be a somewhat difficult period in the trade.

Francis Hanson of Ada, Minn., has been appointed a member of the Duluth Board of Grain Appeals, the vacancy having been created through the death of his father, Louis Hanson, a few weeks ago. Mr. Hanson has won recognition as a well posted grain man and his appointment was well received in grain trade circles here. He had for over 15 years been connected with the Minnesota State Grain Inspection Department and six months ago he was appointed chief deputy inspector.

F. C. Tenney has been elected president, W. B. Joyce, vice-president, Fred Carls, secretary of the Duluth Grain Merchants Association. Directors are H. J. Atwood, W. W. Bradbury, and M. M. McCabe. Members of the Association propose to conduct an active campaign to attract grain to this market from over the Northwest.

The Duluth Board of Trade membership of R. C. Schiller has been transferred to E. J. Wenzel of McCarthy Bros. & Co. and the membership of Stephen H. Jones has been transferred to W. G. Hegardt of Duluth.

C. T. Mears of the Itasca Elevator Company, H. E. Emerson of A. D. Thompson, H. S. Newell and J. F. McCarthy of McCarthy Bros. & Co., have joined the winter

colony at a Florida resort. They expect to be away about five weeks. Mr. Newell's place as official daily closer of this market is being filled jointly by W. B. Joyce and C. C. Blair.

Duluth is fully maintaining its position as the premier rye and Durum wheat market of the Northwest. An active export demand has been noted all along for rye, specialists standing ready at all times to pay good prices for spot or nearby grain. A substantial tonnage of it has been bought here recently for eastern shipment at the opening of navigation. Stocks of rye in the elevators here now aggregate 5,800,000 bushels, of which the larger proportion is already under contract for export shipment. The rye market varied considerably during the last month but on the net result its price closed just  $\frac{1}{8}$  cent up at 82 cents.

The Durum market covered a wide range here during the last few weeks, the quotation in No. 1 Durum closing up  $1\frac{3}{4}$  cents at \$1.02 $\frac{3}{4}$  as compared with a month ago. Millers have been in the market steadily for the best grades and the elevators were always ready to take care of the general run of the offering in accumulating supplies for spring shipment. Durum stocks in the elevators here have increased to a total of 5,100,000 bushels.

The Russell-Miller Milling Company of Minneapolis let the contract for its proposed new 2,000,000-bushel elevator to be built on Rice's Point here, to the Barnett & Record Company. The house will be of fireproof construction throughout and will entail an investment of approximately \$1,000,000. A start has been made in driving the piling for the foundation and it is hoped to complete the plant in time to participate in the handling of the coming season's crop. It will be electrically operated, bringing the fire hazard to a minimum. It has been intimated that over 4,000 pieces of piling will be required in driving the foundation. In the erection of this plant it is aimed to increase the facilities for buying Spring wheat on this market. It is the aim of its promoters to increase the facilities for storing Spring wheat and other grains for the use of Buffalo millers.

Grain men on this market have been busy lately in fighting proposals before the Interstate Commerce Commission that would result in breaking down the structure of rates protecting Duluth that have been built up after hard fights extending back several years. Kansas City recently attacked the rates on grain between Omaha and Duluth. The hearing upon it is expected to come up before the Commission next month.

After winning out twice in its fight to prevent a reduction in the freight rates on oats moving from the Twin Cities to the Head of the Lakes for later transshipment over the Great Lakes, the Duluth trade must defend its position in another hearing before the Interstate Commerce Commission at Chicago. It is claimed the change would affect the whole structure of lake and rail rates.

Officials of the Minnesota State Grain Inspection Department here are of the opinion that the great bulk of the wheat that was held out over Minnesota and North Dakota last fall without adequate protection from the elements has been shipped in to this market. The grain was dry upon its arrival on this market but in some cases sample grade only was accorded in inspections of the arrivals. The great bulk of the grain, however, ran No. 1 and No. 2 Northern, so that growers are considered to have come out fortunately upon the whole.

William Grettum & Co., one of the oldest firms operating on the Duluth market, has filed a voluntary petition in bankruptcy in the United States District Court here. Their liabilities are listed at \$118,871 and assets at \$214,996, of which \$26,400 is claimed to be exempt. The firm's troubles arose through making advances to western farmers two years ago which later became unrealizable owing to the sharp readjustments downward in the grain markets. Mr. Grettum's friends are hoping that he will be able to effect an adjustment of his old scores and that he will be in position to resume business.

R. M. White of the White Grain Company asserted recently that trade in feeds is better over this district and the outlook brighter than he has seen it in several years, as a result of the remarkable expansion in the dairying industry over northern Minnesota. He is looking forward to a more active trade in the handling of coarse grains for eastern points developing from this market with the opening of lake navigation next spring. Apart from rye that business has lagged as far as cargo shipments are concerned, during the last few seasons.

A fair amount of boat space has already been chartered to move rye and Durum wheat to the seaboard for export at the opening of navigation. The rate made has not, however, been announced. Agents of the steamship companies at Duluth fear that material delays will be experienced in completing the unloading of steamers carrying cargoes of grain in winter storage at Buffalo owing to the slow movement to the seaboard of grain in store at that point.



## GRAIN NEWS FROM BOSTON

BY L. C. BREED

The excessive snowfall during the month of January caused an embargo on shipments of all but perishable freight to be put into effect on the Maine Central Railroad during the end of the month. At that time it was estimated there were at least 1,250 loaded freight cars awaiting shipment over Boston & Maine lines, resulting in declaring an embargo by this road also.

The annual meeting of the Boston Flour & Grain Club was held early in January in the reading room of the Chamber of Commerce. The elections of officers resulted as follows: President, George W. Collier; vice-president, Harry P. Van De Bogert, Jr.; secretary-treasurer, Edwin B. Thompson. The report of the secretary-treasurer showed the Club to be in a good financial condition, with a membership of 158. Plans are now being made for the annual dinner which is to be held in March.

Grain exports from the port of Boston during 1922 showed a great expansion. More than 14,000,000 bushels were moved to Europe from this port compared with 4,500,000 bushels during the previous year, an increase of nearly 300 per cent. As at present the facilities of the port are being taxed to the utmost, a movement is on foot to provide an enlargement of the same, together with improvements in existing facilities.

The Maritime Association of the Chamber confidently expects that the present year will mark the removal of the discriminatory differentials that have handicapped the port for more than half a century. The final argument will probably take place before the Interstate Commerce Commission in the spring. The aim of this agitation is to have Boston placed on a base rate with other North Atlantic ports.

Many serious efforts to end the congestion in regard to the movement of grain and feed for livestock in New England territory have been made as the result of a conference between members of the Chamber and the Boston & Maine and the New York, New Haven & Hartford railroads. As the result of this co-operation the situation is somewhat improved in spite of the unfavorable weather which has prevailed part of the time during the past month.

James F. Bliss, senior member of James Bliss & Co., Boston, died last week after a short attack of acute bronchitis. He was for many years a prominent member of the Chamber. The firm is one of the oldest in the city engaged in ship chandlery and handles considerable amount of flour in its business.

## NEWS FROM NORTHERN OHIO

BY T. J. CUNNINGHAM

D. G. Adelsperger, who has for a number of years been manager of the Maple Grove Farmers' Elevator Company, Maple Grove, Ohio, is contemplating embarking in the elevator business for himself, and with this end in view has been inspecting a number of plants, preparatory to purchasing.

A farmers' institute and corn show was held at Mt. Blanchard, January 26 and 27.

E. M. True has sold a half interest in his mill and elevator at Port Clinton to James Hopfinger.

The business of the Vanue Grain & Supply Company, Vanue, Ohio, for 1922 showed a gain of \$3,500 over that of the previous year.

Earl Ash, of the elevator firm of Ash & Ash, Amsden, Ohio, was elected vice-president of the Fostoria Union Stockyard Company.

According to F. S. Hagy, Hardin County Agent, about 25 per cent of the cash income from the farms of Hardin County is from the sale of hogs. Farmers of this county are rapidly turning to hog raising, and very little corn is now being shipped. Some sections, instead, are having corn shipped in.

A new flour and feed store will be opened in Port Clinton by James and John Lungard.

Chas. Ash, of the elevator firm of Ash & Ash, Amsden, Ohio, has been elected president of the Fostoria Serum Company.

Thieves entered the McManess & Arnold Mill at Findlay for the third time in six months, took \$2 from the cash register and badly battered the safe, which was not opened.

Stockholders of the Albion Farmers' Elevator Company, Albion, Mich., elected Chas. Kimmer, J. L. Boyd and L. R. Bliss, directors.

It is announced that the Toledo Seed & Oil Company is contemplating extracting oil from soy beans and handling the oil extracted meal as feed. The plan for the Toledo Seed & Oil Company provides for a test run

of 1,000 bushels, needed at once. For this they agree to pay the farmers \$1.50 per bushel delivered at Toledo. They will extract the oil. The meal will be mixed with certain minerals, according to experiment station formula, sacked and offered for sale at 2½ cents a pound.

C. A. Patton, weather observer at Ohio Experiment Station, reports the four months, August to November, 1922, inclusive, the dryest period of the 35 years record. The total rainfall for the four months was only 5.43 inches, or a monthly average of 1.36 inches; against a 5-year average for the period of 11.55 inches.

Seneca County is doing its part in the move to improve Ohio's wheat crop, according to records on the past year's work kept by the county farm bureau. More than 230 farmers of the county are growing Trumbull wheat, a variety that has proved higher yielding and of superior quality in many experiments. From the importation of a few bushels, the wheat has proved successful, and its production has spread among Seneca County farmers. Last year, more than 600 acres of the improved wheats were harvested in the county.

Elmer Schaal, former owner of the elevator at Ridgerton, Ohio, has brought suit against the Pennsylvania Railroad for injuries sustained when his truck was hit June 20, 1922.

The Bascom Elevator & Supply Company, Bascom, Ohio, paid a dividend of 6 per cent on its stock and one and one-half per cent on the patronage plan for 1922. This was announced at the annual meeting held Jan. 31. A large increase in the volume of business was reported. W. F. Creeger was re-elected president; A. A. Hoover, vice-president; L. B. Summers, secretary and Frank Hoover, manager. R. R. Haugh and Frank Q. Wade were re-elected members of the Board of Directors.

The annual meeting of the Napoleon Grain & Stock Company was attended by 200 stockholders.

According to Prof. T. H. Sonnedecker, Government weather observer at Tiffin, January was 3.3 degrees warmer than the average for a 38-year period. The average temperature for the month was 30.6 degrees. Precipitation 3.53 inches. Total snowfall 13 inches.

Jacob A. Zeiter, former manager of The Sncath-Cunningham Company elevator at Swander, died at his home near there, February 2.

J. W. Baringer, who is in charge of the eradication in Ohio of the American barberry, stated that in the 27 Ohio counties so far surveyed, a total of 210,000 American barberry bushes have been discovered and destroyed.

The McClure Coal & Supply Company was threatened with destruction by fire, February 6, when the interior of the office was wrecked by a gasoline explosion. Henry Fox, employe, tried to light a fire with gasoline.

O. J. Sponsellor, employed at the W. H. Fike elevator, Bloomville, Ohio, was married to Miss Gretta Deppen at Republic, February 3.

The Quincy Co-operative Elevator Association showed a net profit this year of \$844.40 after deducting all reserves. The previous year the concern operated at a loss of about \$600. Warren Dohsen, manager during the past year, was elected president for the coming year.

Two consignments of soy beans have been obtained for the trial 1,000-bushel run of the Toledo Seed & Oil Company.

A 6 per cent dividend on stock and a 2½ per cent patronage dividend have been declared by the directors of the Jenera Co-operative Elevator Company.

The Firelands Elevator Company, Norwalk, Ohio, elected the following directors: O. F. Sutliff, H. D. Drake, Fred Jarrett, John Bohn, Eben Lawrence, Alf Carabin, Joseph Stoll, L. J. Grifford and Fred Schamp.

W. H. Gilmore, who raised 1,343 bushels of corn on 10 acres last summer, claims to have made an excellent profit on his crop. The corn was raised at a cost of 24½ cents a bushel, and as local elevators are now paying around 75 cents per bushel, Mr. Gilmore figures his profit at 50 cents. He thinks more corn should be grown to the acre, as high yields make low costs per bushel, and therefore allow greater profit.

The wheat throughout this locality at the moment has a covering of from two to three inches of snow, which should be ample protection against winter weather such as we have had up to the present time. The thermometer has rarely fallen far below freezing-point, and this for the most part during the night, the days being comparatively mild. There has been no great amount of freezing and thawing to hurt the wheat, and from all appearance it is in a good, healthy condition up to this time. Think the fact that it attained no excessive growth during the fall will do

much to help it during the trying days ahead of it. There are the usual complaints to be heard from farmers, but these are a matter of regular occurrence every year at this time. It is significant, that the recent advance in prices has started a very vigorous selling movement by farmers who until now have been sitting pretty tight.

Corn is coming out more freely now, since dealers are able to reach the mark set by the farmers—\$1 per hundred or more. Hand-husked corn, which is usually quite plentiful in this locality, is very scarce this year, most of the corn being husked by shredders. The quality, however, is generally good. While road conditions are favorable, there should be quite a generous movement.

Some blocks of oats, which have been holding back with a 50 cent mark in view, are now beginning to seek a market at somewhere near present prices. This commodity, however, is very scarce in this territory.

There is very little Clover, Alsike or Timothy seed remaining in farmers' hands. The farmers here, as a rule, sold their seed crops early to obtain ready money while holding their other products.

Defiance County farm bureau members are working toward a record quality of oats. It is planned to buy, co-operatively, enough certified seed oats to plant one field this year, the contributors having the first privilege of buying seed oats next year from the owner of the resultant crop.

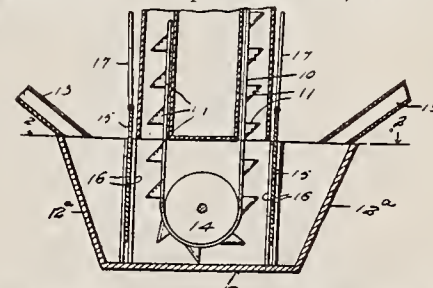
Experience of growers in northern Ohio counties, since the discovery of the European corn borer two years ago, seems to indicate that it prefers sweet corn to field corn.

## GRAIN TRADE PATENTS

Bearing date of December 26, 1922

Nonchokable boot for grain elevators.—James G. Wears, Ecla, Texas. Filed April 3, 1920. No. 1,440,257. See cut.

Claim: A boot for grain elevators extending laterally beyond the sides of the elevator and disposed beneath the same, the boot being open at the top beyond said sides, inclined feed spouts communicating with the boot beyond said sides and having their discharge ends at the top of the boot, said boot hav-



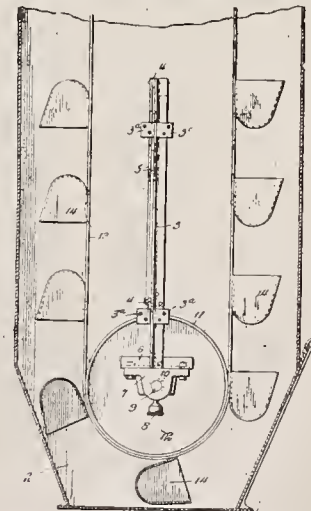
ing downwardly and inwardly inclined end walls at different angles to the spouts and onto which said spouts discharge, movable gates intermediate the said end walls and elevator, guide means for the gates within the boot, and means to actuate said gates operable at a distance therefrom.

Bearing date of January 2, 1923

Grain cleaning machine.—William M. Ferguson, Brandon, Man., Canada. Filed March 14, 1921. No. 1,440,726.

Self-adjusting elevator boot control.—Charles M. Wall, Curwensville, Pa. Filed March 30, 1922. No. 1,441,137. See cut.

Claim: In means for the purpose set forth, the combination of a boot, a frame mounted therein, guides secured to the frame and equidistantly mounted on the frame, a frame comprising side and end bars as well as cross brace members; said side bars adapted to travel in the guides with respect to the first frame, a shaft depending from the lower



end of the side bars, a pulley mounted on the shaft, a conveyor belt adapted to travel over the pulley, and buckets secured to the belt whereby the contents of the boot may be elevated by the buckets and slack of the belt due to strain and wear may be automatically compensated for.

Breaker plate for crushers.—Arthur F. Williams, St. Louis, Mo., assignor to Williams Patent Crusher & Pulverizer Company, St. Louis, Mo., a corporation of Missouri. Filed September 1, 1922. No. 1,440,429.



# ASSOCIATIONS

## INDIANA GRAIN DEALERS HOLD ANNUAL MEETING

The Indiana Grain Dealers Association elected new officers at the annual meeting held at Indianapolis, January 16 and 17, 1923. These were: Elmer Hutchinson, of Arlington, president; E. K. Sowash, Middletown, vice-president; Bennett Taylor, of Lafayette, and William Loughry, Monticello, members of Board of Managers.

In calling the first session to order on the afternoon of January 16, President H. W. Reimann of Shelbyville pointed out the growth in membership of the Association and expressed the belief that during the present year the 400 membership mark would be reached.

Harvey Mullen, president of the Indianapolis Board of Trade, welcomed the dealers and the response was made by H. C. Scarce of Mooresville, vice-president of the Association.

E. K. Shepperd, chairman of the local arrangements committee, announced the dinner to be given the dealers and the entertainment at Keith's Theater for which tickets would be provided.

### SECRETARY'S REPORT

Secretary Charles B. Riley then read his annual report as follows:

The past year has been one in which our membership has been loyal and disposed to recognize the value of association work and likewise the rights and purposes generally of the trade in competitive territory and otherwise.

Your Secretary was incapacitated on account of ill health at the time of and for some time following the last annual convention. I certainly appreciate the friendly interest of the members and the Board of Managers who permitted me to take a vacation of about 60 days, that I might regain my health and strength. During my absence I employed an assistant, Charles A. Rouse, who visited the trade and held a number of pleasant and profitable local meetings. It was our purpose to keep the routine of the business of the office moving along as usual, and my office assistant, Miss Vesey, handled the affairs of the office in an intelligent and satisfactory manner, neglecting none of the business that developed in my absence and kept me advised daily as to what was going on, so we are grateful to Miss Vesey and to the Board and membership, and hope your secretaries of the future may be able at all times to devote their time and energies to the work incumbent upon that office.

The Association was 21 years old the eighth of this month and while the membership has never been as large as that enjoyed by some other associations, yet it has been faithful, intelligent and ever ready to do the reasonable and ordinary things necessary to accomplish the purposes of the Association.

The Association has had 12 presidents, all of whom are yet living, except Mr. Thomas Morrison, who passed from this life some four years ago. There have been five secretaries of whom there are three living; Messrs. Brafford and Dillon being dead. Your present secretary served as a director for two years, and as secretary 13 years, during which time nothing but the finest spirit of friendship and co-operation has been manifest on the part of the general membership, and officers, for which I am profoundly grateful.

### Local Meetings

Since your Secretary got back on the job, after an extended spell of illness, I have held a great many local meetings and in most instances found the trade responsive to the association work. We realize the importance of frequent local meetings and are always ready to provide for them, when desired by our members, or when we can attend. We suggest that our members should not hesitate to call for announcements of local meetings and then all should do what they can to attend and make them a success. Frequent meetings, where men, competitors, get acquainted with one another are real insurance against misunderstandings and disastrous practices which too frequently grow out of lack of personal contact, and from false and sometimes malicious activities on the part of some organized or other interest that may think they benefit by a war waged among the grain dealers. So it seems to us that all dealers should welcome the opportunity of meeting the competitors to discuss all matters of mutual interest and general benefit to the trade.

### Claims

During the past year but few claims have been filed. We assume our members have not suffered loss in shipments in the same proportion as formerly and again many are filing their own claims that formerly patronized our department.

### Seed Dealers

Several years ago, this Association provided for the co-operation of seed dealers as members, and this year in the preparation of our directory, we solicited them, to become members on the same terms and conditions that grain dealers are members. A few gave us their membership and we have one on the program for this meeting. We believe all the seed dealers of the state should join us and many of them will if our people will solicit them. You will find a list of seed dealers so far reported published in our directory at page 127. This list is incomplete but represents the information we had up to the time the directory was printed.

### Arbitration

Our members seem to be able to handle their business affairs without complication that results in arbitration. But one case has been submitted during the last year, and the defendant refused to arbitrate, hence the Board of Managers issued an order of expulsion from membership.

The determination on the part of the defendant not to arbitrate was doubtless brought about by the advice of his attorney, as he seemed to think he must employ an attorney, which he did, and the attorney possibly took the view of the matter that the defendant's interest

could better be protected by going into court, hence the refusal to arbitrate.

It has always been understood that arbitration of trade differences was one of the valuable features of association work, as the settlement of business controversies by court amount to legal arbitration, while our Association method means arbitration by men skilled in trade matters and freed from technical, legal or other complications.

This Association has been in existence 21 years and during that time only 24 cases have been arbitrated and the case referred to is the only proposed case in which either party refused to arbitrate. We think Indiana shippers are justly entitled to commendation for their ability to avoid such business complications as require the services of the Arbitration Committee.

### Some Grain Exchange Rules

We have had an extensive correspondence with the grain exchanges on the subject of protection of patrons as against practices of insolvent or designing members of such exchanges. Many exchanges have rules for the protection of their own members against unworthy or unfortunate members, but the rules do not afford the patrons the protection they are entitled to, or in other words, few if any exchanges have so far taken into account the patrons as they have their own members, and have no machinery by which to prevent insolvent or irresponsible exchange members from fleecing shippers who may not know of their financial or uncommercial standing in the exchange.

We have had special correspondence with the exchanges, to which Indiana shippers go, and several of them are represented on our program and will tell us



PRESIDENT ELMER HUTCHINSON

what their rules are. Some have advised that while their rules do not now take into account the patrons of the market, they are being reviewed and will be so amended as to afford that protection.

It seems to us that as exchange members bid for and buy grain from country shippers, on regular market terms and under rules of such markets, patrons should be as fully protected by such rules as are the members of such exchanges when transacting business among themselves. We hope the discussion of this question when it comes up on the program will be general and result in benefit to all.

### Membership

Since the war and especially since 1920, we find all grain dealer and other associations have suffered loss in membership and this association is not an exception. However, the past six months have added a great many new ones to our roster and we find we are only about 10 per cent behind the maximum membership. As we have frequently said on other occasions, the membership can be greatly increased if our members will only feel it their duty as well as privilege to solicit applications. We still hope they will do just a little along that line. There is no state that has a better class of grain dealers than Indiana. Men who own their own plants and give the business their personal attention, and men of substantial importance in their respective communities, hence the kind that will greatly strengthen and build up the proper spirit, hence very desirable to have them as members.

### Soy Bean Rate

We were advised by a representative of the Agricultural Department of Purdue University that a large quantity of soy beans had been produced in 1922 and should find a market in a commercial way. The freight rate in the state was based on Fifth Class which produced a higher rate than obtained in Illinois and other western states. We had the request for beans to be placed on the same basis as wheat presented to the Central Freight Association, who declined the request. We then lodged a complaint with the Public Service Commission and asked for the relief desired. The case was heard in November and request granted. The carriers were ordered to put in the rate asked for, and make it effective January 15, 1923. About January 10, we were advised by the Commission that the carriers had asked for further time in which to publish their tariffs and it was granted until February 15, at which time they are to have this tariff on file.

We do not know how many shippers will be able to

avail themselves of this rate, but such as are will find it on file February 15, 1923, and we hope it will enable grain dealers to encourage the production of soy beans as an additional marketable crop in this state.

Treasurer Bert A. Boyd gave his report showing the financial affairs of the organization were in a flourishing condition.

Following the appointment of committees, Fred E. Watkins of the Cleveland Grain & Milling Company, Cleveland, Ohio, president of the Grain Dealers National Association, addressed the convention as follows:

### ADDRESS OF F. E. WATKINS

As this is the first appearance of the speaker before a convention of grain dealers since he was honored with the presidency of the National Association, it would appear to be in order to outline the policy of the new officers. Our "platform" can be very briefly stated. We affirm the policies of the previous administrations and propose to continue their sane business-like attitude toward all questions affecting the grain trade, standing firm for the inalienable rights of grain dealers, as also other honorable merchants, to carry on a legal rightful business without bureaucratic or other interference.

We do not fear legitimate competition, but are unalterably opposed to unfair or privileged competition whatever its source. We will resist to the utmost the financing of competitive interests in the grain business with funds from the government treasury, funds, to which as taxpayers we are all contributing, to be used in putting ourselves out of business. We ask only for a "fair field and no favors."

The preamble to the constitution of the National Association sets forth as the object of our organization "the advancement and protection of the common interests of those engaged in the grain business, the formulation of rules for the transaction of business and the promotion of friendly relations among the grain men of this country." The record of the Association working under this statement of purpose for the past 26 years is an enviable one and needs no defense or apology. Our motto could be fairly and briefly stated in the words, "Do Right."

### A Wonderful System

Under the influence of the National Association and the state associations, for we will consider their work as a unit and not seek to divide the honors, the customs and practices of the grain trade have been molded and developed along lines which have eliminated friction and produced and perfected a system whose dispatch and economy in the merchandising of grain and its products is not equaled in the handling of any other commodity of like amount and of equal importance. The small percentage of the spread between producers' and consumers' prices for grain, remaining in the hands of the grain merchants as their reward for service performed, is too well known to you to require any detailed illustration before this gathering.

### Present Matters in Committee

At the present time several matters of general interest to the trade are receiving the attention of the Committee on Transportation under Chairman Goemann. An effort to make effective the ruling of the Interstate Commerce Commission in Docket 61, I. C. C. 541, on claims for loss due to errors in transmission of messages where code words are used, is under way.

The telegraph companies by the inclusion of the words "nor for errors in cipher or obscure messages" among their exemptions from liability have practically rendered the ruling of the Commission null and void so far as the grain trade is concerned. If necessary, we will ask for another hearing on the matter of the telegraph company's liability if this point covering the use of English dictionary words is not decided favorably to users of code messages without going to this extreme.

### Telegraph and Telephone Service

In the matter of abolishing taxes on telegrams and telephone messages this committee is taking an active part and is securing the co-operation of other trade organizations in support of the Almon Bill H. R. 9938. Also an appeal has been made to all telegraph and telephone companies to recognize that the war is over and voluntarily to reduce rates to approximately pre-war figures. A conference with officials of the American Telegraph and Telephone Company, is set for January 15 and on January 16 with the Postal Telegraph and Cable Company. If no voluntary action is taken in the direction of rate reduction, it is purposed to attack the present rates before the commission and force a reduction by that means.

### The Bulkhead Charge

One of the indefensible tolls laid on grain dealers by the railroads has been that of the bulkhead charge. The shipper is assessed \$5 for placing a bulkhead in a car after paying in full for the material in these bulkheads. Word has been received from A. M. Fenton, chairman of the bulkhead committee, of intention to hold hearings in various central points at an early date and we are hopeful that this unwarranted practice will be abolished soon.

### Docket No. 9009

Chairman Goemann is still laboring with docket No. 9009 and it is hoped that this can be promulgated as an order by the Interstate Commerce Commission. Progress in this matter is of necessity very slow and many difficulties are being encountered but we are hopeful that the committee's efforts will be crowned with success eventually.

### Pending Legislation

The Norris Bill has been receiving much attention as the last word in radical legislation for the supposed benefit of the agricultural interests. As introduced by one of the self appointed champions of the farmers, this bill would plunge the Government into the grain business with a corporation capitalized at \$100,000,000, capable of extension to \$600,000,000 by means of bond issues. Until the country has gone entirely over to radicalism it does not seem possible to foist a delusion of this type on the American people. It is state socialism, pure and simple. The results of government operation of businesses wherever it has been tried in the past have been so conspicuously disastrous that it is inconceivable that this country will stand for further experimentation along this line in the near future.

I quote from the bill: "It is hereby declared to be the purpose of this act to provide a market for the sale of agricultural products and to eliminate as far as possible the commissions and charges that are exacted upon agricultural products from the time such products leave the producer until the same reaches the consumer, and to thereby increase the price which the producer receives and decrease the price which the consumer pays."

You who know the farmers' problems almost as well as he does himself, in fact many of you doubtless own or operate farms, also know as business men that this



experiment could only end in disaster, and besides ruining the grain trade as constituted as present would leave the Government "holding the bag" eventually and the farmer would find his "last state worse than the first."

#### Farm Credits

Several bills for extending additional credit to the farmers have been presented in Congress and the Administration is reported to be working on its own farm credit bill. There is a grave question whether the farmer's need is, to a great extent and in all cases, additional credit. He is a business man and like other business men he was inclined to over extension or speculation during the boom times. If now he is induced to extend himself still further by the offer of easier money, will he not meet with the inevitable reckoning at some future date when these loans must be paid?

#### Present Position of the Farmers

It seems scarcely necessary to say that we all want to see the farmer sharing equally in whatever measure of general prosperity the country is enjoying, and we recognize that for some two years past his returns have not been in right proportion to those from most other lines of endeavor. This maladjustment has been corrected to a considerable extent during recent weeks in which the values of agricultural products have increased until he is from 25 per cent to 30 per cent better off than last year according to figures compiled by the American Farm Bureau statisticians.

#### Capper-Tincher Bill

The farmers' misguided leaders have again turned to the trading in futures as a favorable point of attack on the grain trade. Now we may differ in our views as to the place which future trading occupies in the merchandising of grain crops. I will merely call your attention to the fact that the majority of grain dealers consider it an indispensable balance wheel. To indicate the attitude of the National Association on the subject: The Association does not undertake to defend any and all practices of the large grain exchanges in their conduct of future trading. We are not maintaining that there are or are not abuses of the rules governing future trading. We consider that these exchanges are amply able to defend themselves and also to correct irregularities and curb abuses of trading privileges if any such abuses exist.

In the resolution passed at the New Orleans convention the Association has taken a position, which we think will be approved by every thoughtful dealer here as a statement of principle at least.

In part this resolution reads as follows: "Whereas, The Congress of the United States has enacted a law known as the Grain Futures Act, the purpose of which is to regulate and supervise the grain exchanges of the country; and Whereas, This law seeks to rob the exchanges of their vested rights to govern themselves and maintain control of their own affairs, confiscating to a great extent the value of membership in these exchanges and breaking down the competitive system on which exchange trading is conducted, impairing the functioning of these agencies and disrupting the methods evolved by the trade during a period of over half a century as being the most efficient and economical in conducting the distribution of the great grain crops of America; therefore be it Resolved, That the Grain Dealers' National Association in convention assembled hereby declare opposition to this destructive and insidious piece of legislation and pledge its support to such measures as the exchanges may deem advisable either to secure a repeal of this act or test its constitutionality in the highest courts."

#### Bureau of Agricultural Economics

In spite of assurances by Dr. H. C. Taylor, chief of the Bureau of Agricultural Economics, and other officials of the bureau, that the policy of the government functioning through this bureau was not to attack or injure the present system of distribution or discredit the middle man, a recent bulletin No. 1124, entitled "The Marketing of Mill Feeds," issued by this bureau and aimed at the feed dealers indicates the contrary. By innuendo and direct statement and particularly by diagram accompanying this bulletin is the feed dealer assailed as unnecessary and moreover, dishonest, as a rule, and it is urged by the author that he should be eliminated by co-operative effort working direct with feed manufacturers and mills. The injustice lies in misrepresentation and the withholding or juggling of facts. We know that the feed dealers as a class are not dishonest. If the middleman in the feed business, as in any other line, cannot prove his economic worth in actual practice he is bound to go, but he knows that he can successfully compete with any marketing system standing on its merits, and rightfully resents the unwarranted imputation of dishonesty and profiteering implied in this bulletin. You will find the entire bulletin quoted in the January 5 issue of *Who Is Who in the Grain Trade*. It would be a splendid idea to refer it, with protest, to your representatives in Congress. Such misrepresentation should not go unheeded and unchallenged, and the employment of Government funds in efforts to destroy legitimate business interests should be stopped.

#### A Changed World

We are living in a changed world. Since the war everything seems different. We have broken loose from our moorings and are drifting or are feeling our way forward as through a fog, uncertain whether the objects we glimpse occasionally in the murky gloom are old familiar sign posts or detour signs. An increasing number of economic experts are prophesying prosperity immediate and future, but perhaps our individual surroundings are in such contrast to that prophesy that we are pessimistic, discouraged and almost in despair. We must admit that the conditions which the grain trade now confront, some of which we have touched upon today, are not conducive to intense optimism. But there are hopeful signs that things are on the mend.

#### Intelligence and Courage

As we enter the year of 1923 let us have less of resolutions and more of resolution. Let us face our problems squarely, with courage and with faith, faith in ourselves, faith in our country to fulfil her high destiny and to resist all destructive socialistic forces which are trying to drag her down and hold her back. Let us believe with John Stuart Mill, the English economist, who said, in effect, 60 years ago: "The American people when confronted by a grave economic question, have often seemed upon the point of answering it wrongly, but their common sense has in the end prevailed and they have acted wisely."

Surely the ultimate economic sanity of the American people will again assert itself and preserve this nation from the dangers now threatening it.

Mead A. Kelsy, of Indianapolis, addressed the convention in behalf of the Near East Relief and told of conditions which he had found to exist in those countries. He urged the dealers to continue their support of the Near East Relief movement.

W. E. Culbertson, secretary of the Illinois Grain Dealers Association, gave an address on the subject,

"Some Experience and Observations on Association Work." He advised a better understanding and acquaintance among grain dealers and pointed out that as the more responsible men were members of organizations it paid to do business with association firms. He said that Indiana grain dealers carried more side lines than they did in Illinois. He also spoke of the importance of getting a good working margin, and the bad results which followed trying to do business on a one or two cent margin when business was poor, trusting that a rise in price would result in a profitable transaction. He announced that the next meeting of the Illinois Grain Dealers Association would probably be held in Chicago and invited all Indiana grain men to be present.

N. W. Miller, state fire marshal for Indiana, gave a short address on the work of his office.

Paul Grace of the Integrity Mutual Casualty Company of Chicago, spoke on "Compensation and Other Insurance," outlining the plan of working with the Indiana Association in writing workmen's compensation insurance for grain elevator operators.

Wiley Means, seed dealer of Shelbyville, Ind., addressed the convention and pointed out the good results which would follow if the farmer, the grain dealer and the seed dealer worked more closely together.

Carl W. Sims, of Frankfort, head of the Sims Milling Company, advocated "Indiana Flour for Indiana People" in a brief address. He said a few years ago Soft wheat flour was the only flour used in Indiana. It no longer held this position due to the growth of commercial bakers, helped also by the grain dealers. The Soft wheat flour filled all the requirements of the commercial and domestic baker and he asked the support of the Indiana

to go with it, the tankage, hog feed, etc., as part of the business. The sooner we convince business men that these things are a part of the elevator business, the better off we will be. Flour also should be handled by all elevators as a part of the business. Where there is a mill in the town, the elevator should handle that mill's flour, but if it cannot, it should sell flour anyway.

Many other lines are close to the elevator business, that is, limestone, fertilizer, coal, etc., and unless a town has established dealers in coal, lumber, etc., the elevator should be the logical place to have those lines, and they should be considered part of the elevator business—not side lines.

The seed business, I believe, also belongs to the elevator, and if elevators had been quicker to handle feed, the feed stores would not today be so numerous. If I had an elevator, I would handle feed, and if the elevator was not near enough town to be convenient for patrons, I would establish a feed store in the town and sell feed both at the elevator and store. The store would be part of the elevator business.

Building materials, hardware, posts, limestone and other similar lines should be left severely alone in towns where legitimate dealers in those lines are established. The legitimate dealers in those lines bring patrons to the town and in the functioning of their business are all right.

I believe that there are lines so closely associated with the grain business that they are part of the elevator business and they should not be termed side lines. I would take on others only where they are not handled by an established dealer.

#### TUESDAY EVENING

The Association was the guest in the evening of the Indianapolis Board of Trade and their entertainment included a dinner at 6 o'clock at the Spink Arms Hotel, followed by a theater party at Keith's Theater, where an unusually good program was given.

#### WEDNESDAY MORNING

Immediately following the call to order of the second and final session on Wednesday morning, John J. Davies, head of the Department of Entomology, Purdue University, gave an address on "Insect Pests, Especially the Angoumois Moth."



THE NEWLY ELECTED OFFICERS

Vice-president E. K. Sowash, President Elmer Hutchinson, Bennett Taylor, Director

grain dealers in promoting the use of Indiana milled flour made from Indiana wheat.

J. W. Stackhouse of Etna Green spoke on the subject:

#### SIDELINES FOR THE GRAIN DEALER

Mr. Stackhouse said in part:

Mr. Culbertson is right when he said that Indiana grain dealers handle more side lines than Illinois dealers. Illinois dealers handle on an average of 150,000 bushels a year, while Indiana dealers average but 80,000 to 85,000 bushels per year. As some elevators handle considerably more than that amount, some of the smaller houses must handle but 40,000 or 50,000 bushels per year. The operator cannot make a living from this alone, so must have sidelines. The reasons they handle such a small amount of grain may be either a poor location, much competition or not enough grain in the locality.

When I started in business 23 years ago, we had fine crops and the first year we shipped out 125,000 bushels of corn. We have not equaled that amount since. For the past six years we have shipped out no corn at all, although production has increased. To stay in business we have taken on side lines.

There are three advantages in having side lines. The first is that they are business feeders; they bring the public to your place of business. Do not take on side lines already taken care of by legitimate dealers, but take on those which are inadequately supplied in the town. The second advantage is that side lines are an outlet for labor and capital. You can employ labor the year around and not close up in off seasons. The third advantage is better service. The elevator that has side lines can employ more men with the result that when a rush of business comes, it can be taken care of easily without delay. A farmer once came to my elevator with a load and was taken care of immediately. He then told me he had waited for more than an hour at another elevator and was displeased. The result—one more customer. Better service makes for more business.

There are also disadvantages in connection with side lines. The first of these is that the side lines require more capital and increases the dealer's credit risks and also puts him in the retail business. The second disadvantage is that diversified activities cause inefficiency. One man cannot, unless he is exceptional, give his complete attention to all the lines under his control. Some lines must suffer and as a result those that are not on a paying basis and are uncared for drag the rest of the business down until the merchant has but a small portion of any of his lines left. The third disadvantage, and the greatest one, is that the establishment of side lines in the elevator is liable to create resentment from those business men who have established regular stores for the side lines.

My own views on the subject are that the things formerly termed side lines are not so today. I would consider that mill feed, chicken feed, hog feed, etc., are an integral part of the grain business, not side lines. If I bought an elevator I would expect all side lines

He outlined methods for controlling the grain moth and gave methods for fumigating elevators and mills. He recommended Government bulletins 1156 and 1260 dealing with insect pests, which could be secured from the United States Department of Agriculture.

Lew Hill, head of the Lew Hill Grain Company, Indianapolis, gave the following address on the subject:

#### UNIFORM GRADES AND FEDERAL SUPERVISION OF GRAIN INSPECTION

I cannot do this subject justice for I know that volumes can be written on it.

The new President of the Grain Dealers National Association appointed me a member of the Uniform Grades Committee for the current year. I have had considerable correspondence with Mr. Watkins and the Chairman of the Committee, Mr. Bert Dow, of Davenport, and while there promises to be quite a bit done yet it takes time to obtain information, compare ideas and determine upon uniform grades which in the main will be satisfactory to all parties concerned.

#### Shippers Lack Interest

Having had many complaints of the grading of corn from various shippers, I took advantage of the situation and on October 31, or about three weeks after my appointment, I sent a letter to about one hundred country elevator men; selecting them from Indiana and Illinois, trying to scatter them as much as possible over the territory, and I received a total of four answers. Three from Indiana and one from Illinois. I am glad to note that Indiana leads in the count. But with four answers you can see how interesting the subject seems to be to the trade. This case is no exception because we usually have to wait until the spirit moves us and in the meantime we complain because things do not go just according to our ideas. Whereas if we would lend the proper support and interest at the time it is most needed, how much easier it would be to straighten matters out in a satisfactory manner.

Since uniform inspection and Federal Supervision were put into effect there have been many changes in the appliances and the methods of grading grain. The Grain Dealers National Association was the first to recommend to the several grain exchanges the adoption of some method of inspection designed to secure practical uniformity in the grading of grain in all markets.

After the Grain Standards Act was passed by Congress the U. S. Department of Agriculture established the standards of grades largely from the National Association rules supplemented by much evidence from all sources of information. Modern mechanical improvements were added to try to get this service as nearly perfect as possible. We must remember this is still a new method compared with the old way of inspection. Well do I remember Mr. Griner, our old inspector in this market, running his hand through a sample, looking



at it, smelling it, and according to his best judgment calling it No. 2, No. 3, or sample corn, oats or wheat, as the case might be. Improvements have been made in hope of making the uniform grading of grain more certain.

I have had a good many conferences with Mr. Holder, our Chief Inspector, Mr. Russell and Mr. Rhoades of the Department of Federal Supervision of Inspection and with them have had occasion to follow through inspection of certain cars to destination in other markets after they were inspected here. I have gone over the records of these departments and believe the grading will run 90 per cent uniform. Of course, there is a variance on certain cars and it is my opinion that, where the human element enters into the matter, as it must, in every instance there will always be these variations. I know that the same results have been realized by other members of our exchange who have extended their investigations.

## Rye Grades

Probably the latest thing in the way of uniform grades and Federal supervision is an effort to put rye where it belongs, that is, with grade specifications defined. For your information it might be well to tell you that rye takes one pound less in test weight in Baltimore and eastern markets in its grade specifications than it does in western markets. I believe it should be uniform. You should express yourselves by resolution on this subject.

## Grading Tests

Some time ago several tests were made by W. L. Frank, Chief Inspector, and R. L. Campbell, Assistant Inspector, of Sherman, Texas, by the use of different apparatus, both carefully and indifferently, such as failing to reduce the sample properly, taking 1,000 grams here or 2,500 grams there, and doing this, that or the other in a careful or indifferent manner and the comparison shows the final test of such apparatus. You have not the time to give to a detailed report as to what they did and how they went about it, however, I have copies here of their report and if any of you gentlemen care to read the same they are at your disposal. I will merely give you their summary, conclusion and the comment of each with that of the inspectors who discussed the matter in some of the grain journals.

## Summary

1. Variations occur in samples when different methods of sampling are used in the laboratory.
2. Variations resulting from different methods of

the methods of grading of grain or the grades themselves but I do know that in order to arrive at a most just and equitable standard we must express our views in the matter and therefore I invite expressions of your individual views which I shall be pleased to bring to the attention of the Uniform Grades Committee of the National Grain Dealers' Association.

The "Desirability of More Liberal Interpretation and Application of Grading Rules" was discussed by Elmer Hutchinson of Arlington. He said he was satisfied with the rules for grading wheat, corn and oats, and saw no occasion for change. The matter of damaged kernels, however, he thought called for a more liberal interpretation of the rules. In his opinion, a good milling wheat should not be given a lower grade with a discount of three cents a bushel if the slight damage it had did not affect its milling value. He recommended that a committee be appointed to go to Chicago and take this matter up with Mr. Phillips, head of the Board of Review.

Geo. A. Wegener, of Wegener Bros., Chicago, explained the new solvency rule as put into effect by the Chicago Board of Trade. The rule was for the purpose of giving the Board officials enlarged powers toward promptly suspending any member who might become insolvent. He also told what the Board was doing to keep in close touch with patrons through the air and called attention to the new radio station on the top of the Drake Hotel.

L. W. Forbell of the New York Produce Exchange read extracts from the rules of that organization showing that while the insolvency rule of the Exchange differed in its language from the Chicago rule, it was in effect the same.

D. J. Schuh, executive secretary of the Cincinnati Grain & Hay Exchange, represented that market in a brief address and pointed out that their rules provided for a Board of Governors, one of the duties

plishment of the relief desired, all in the interest of humanity and expressive of that real Christian sentiment that prompts men to recognize the fact that they are really and truly "their brother's keeper."

Whereas, The program, with its numerous numbers has been completed by the presence and participation of each and every one assigned a part thereon, and their messages have been of good spirit and highly instructive and profitable to all, be it

Resolved: That we extend to each a vote of sincere thanks for their edifying message of hope and good cheer.

Whereas, The high prices of grain and the expenses incident to its handling during the recent war, and the years immediately following, commissions for the sale thereof in the markets were increased and still remain at the rates then established in most markets, and

Whereas, The margin of gross profit shippers are able to realize is constantly the object of attack by producers and especially since the price of grain has been reduced, it is highly desirable that the markets recognize the situation and insofar as possible assist, by the reduction of commissions and otherwise, their patrons in meeting the situation, therefore be it

Resolved: That it is the desire and hope of the shippers of this Association that the Grain Exchanges to which they go with their business consider well the question of a reduction in commissions charged for selling cash grain, and if at all possible reduce the same, thus assisting their patrons in their effort to handle and forward the producers' grain in a manner believed by many to be more consistent with existing business and farming conditions and interests.

Whereas, The constitution of this Association provides for its amendment at any regular meeting of the Association, and

Whereas, Sections 5 and 6, of Article 2, which purport to clothe the board of managers with full authority to transact all the business of the Association between meetings, but are insufficient to thus accomplish the purpose designed, therefore be it

Resolved: That Section 5 of Article 2 be so amended as to read as follows:

"Section 5. The affairs of the Association shall be managed by the board of managers, unless otherwise herein provided, and for that purpose all the power and authority resident in the membership is delegated to the members of the Board of Managers, to be exercised by them, in all matters referred to them or matters requiring consideration or action between meetings of the membership of the Association. In case of vacancy in the Board of Managers, or officers of the Association, the remaining members of the Board of Managers shall fill such vacancies from the membership and the person or persons so chosen shall hold office for the remainder of the term of their predecessor, or until their successors may be elected. The Board as a part of its duties shall investigate or cause to be investigated complaints that come before it and cause by discipline and otherwise, the compliance with the awards rendered by the Arbitration Committee and shall likewise discipline the member who fails or refuses to arbitrate a business difference with another member of the Association. Such discipline may be by suspension or expulsion from membership in the Association."

Resolved: That Section 6, of Article 2, be amended to read as follows:

"Section 6. A majority vote of the whole membership of the Board of Managers, present at a meeting, or a vote by mail to the secretary shall be valid action of the Board and should there be one or more members of the Board not present at any meeting thereof, and if those in attendance deem it advisable or desirable, they may substitute for that meeting any other member of the Association who shall participate in the deliberations of the Board and vote on all questions the same as if he were a regular member and such action shall be regular and of the same force and effect as if he were a regular member of the Board."

Resolved: That it is the sense and desire of this Association that Congress repeal the war tax law, relating to telephone and telegraph messages.

Resolved: That we endorse and commend the activities of Henry L. Goemann, Chairman of the Transportation Committee of the Grain Dealers National Association in his tireless efforts to protect and benefit the trade in the matter of reductions in telephone and telegraph rates and regulations.

Resolved: That we approve of the rules and provisions for handling insolvent members and commercial practices as promulgated by the Chicago Board of Trade, which provisions contemplate the rights of and are available to patrons of that market, and be it further

Resolved: That we commend the rules and provisions of the Chicago Board of Trade on the subject of insolvencies to all other grain exchanges of this country and respectfully recommend that they adopt similar rules and such as will guarantee to all their patrons the same protection and provisions for the disciplining of their members for violation of good commercial and other practices that in any manner involve or affect the interest of the patrons of such exchange whether such patrons be members of such market or not.

Resolved: That we extend to the Indianapolis Board of Trade our thanks for the many courtesies received from its office and members, and for the use of its Library Room in which to hold our sessions, and be it further

Resolved: That we express our appreciation of the splendid treatment by the grain dealers of Indianapolis for their excellent entertainment of all who were fortunate enough to partake of their hospitality and command their service.

Resolved: That we hereby extend to our retiring president, H. W. Reimann, our most sincere thanks for his long, faithful and efficient services as president of the Association, and we bespeak for him other and greater opportunities for service in the larger field of Association activities as Director of the Grain Dealers National Association.

Whereas, Some of the grain exchanges have competent rules for the investigation of commercial practices and financial standing of their members, which are available to patrons of such markets upon proper complaint and some have rules available only in cases of business transactions complained of between members of the exchange, therefore be it

Resolved: That this Association endorses the rules of the Chicago Board of Trade, and such other exchanges, as have promulgated rules similar in import to the Chicago rules, and such as have not yet promulgated such rules are eager to do so, making same available to the patrons of such markets where business matters complained of involve the interest of both the patron and the member of the market or exchange, and that the rules relating to discipline be properly enforced in all cases with proper publicity that the trade may be informed on the subject.

Whereas, Divine Providence has removed from our midst since our last meeting our esteemed members: Samuel Van Steenberg, retired grain dealer and elevator operator, living at Frankfort, Ind., but having an elevator at Manson Station; and Charles Patten of Morristown, Ind., therefore be it

Resolved: That we greatly deplore our loss in the



A LINE UP OF CINCINNATI DELEGATES

H. E. Richter, W. R. McQuillan, Frank Watkins, D. J. Schuh, W. B. Riley

sampling in the laboratory may result in a difference in grade.

3. The kind and character of the grain, also the nature of the material present in the grain, and the amount in which it occurs, may affect the relative percentages of each in samples obtained from the same source by different methods of sampling.

4. The size of the original sample may affect the relative percentage amounts of grain and of other materials when the 1,000 grams sample is obtained by any method other than that used to obtain a "true divider sample."

5. Large interspaces between kernels, and relatively fine, heavy foreign material or broken grain, is conducive to large variations in the relative percentage amounts of grain and of other materials present when different methods of sampling are used.

## Conclusions

1. Non-uniformity of grain grading is not due in all cases to the method of sampling of grain in the car.

2. Non-uniformity of grain grading may result when 1,000 grams samples are not obtained by the correct use of a divider in the laboratory.

3. Wide variations in grades may occur when inaccurate methods of sampling are used in the laboratory.

4. Our recommendation of alleviating the distress of the trade resulting from non-uniform grading include:

(a) The determination of the average variation in determining quantitative factors on samples of the minimum safe size, i. e., 250 grams for smut in wheat and, or damage in corn, and 60 grams for other grains in wheat, etc.

(b) Establishment of a system of "tolerance" or "limits of variation" to be allowed in grading grain. This system to be based on data secured on investigations in (a), and to be modeled after the rules and tolerances adopted by the Association Official Seed Analysts of North America.

(c) The use of the divider in securing truly representative 1,000 grams portions of an average sample.

(d) The reduction of the number of "line" samples by the use of a system of tolerances, and the elimination of an arbitrary line in which personal opinion is so important a factor.

(e) Establishment of a neutral zone immediately below several grade limits for each quantitative grading factor, by admitting those samples to the next higher grade which come within the tolerance.

(f) Providing a definite percentage tolerance basis for inspectors to work on, rather than arbitrarily "giving the sample the benefit of a doubt," as is done at present.

(g) Eliminating wholly or in part slight differences in interpretations of grading factors representing the "human element" or the "personal equation," by providing a definite tolerance.

I do not know what finally will be done to change

of which was to take care of all complaints that arose among country shippers over matters pertaining to the market. He urged shippers to make use of this service whenever they had occasion.

He said in regard to damaged kernels in milling wheat that this subject was wholly in the hands of the Federal supervisor who had charge of the inspectors. The inspectors were obliged to follow his ruling. It was the desire of the exchange that there should be less technicality in the grading of wheat and they were working along lines to make the interpretation of grades more satisfactory.

W. H. Howard, secretary of the Indianapolis Board of Trade, said that the Board had no insolvency rule at present but the Committee on By-laws had the matter in hand and would undoubtedly formulate a rule of this character.

## REPORT OF COMMITTEE ON RESOLUTIONS

H. H. Deam, chairman of the Committee on Resolutions, presented his report. It was adopted as follows:

Whereas, We are to some extent acquainted with the activities and splendid work of the State Fire Marshal's Office in its operation under the law, and

Whereas, We believe the department is not sufficiently financed to accomplish its highest purposes and increase the great saving incident to an imperfect supervision made necessary, by the lack of such financial support, be it

Resolved: That we endorse the law and the department operating thereunder, and earnestly urge the General Assembly to continue the department and that too with an increased appropriation sufficient to render it capable of accomplishing the very great service for which it was created.

Whereas, The Near East Relief Committee of Indiana, with Mr. Mead A. Kelsey at its head, has accomplished great service in the interest of suffering humanity, by furnishing its quota of food and other necessary commodities with which to clothe and feed the starving children of those poverty stricken and distressed people, therefore, be it

Resolved: That the Indiana Grain Dealers Association does hereby tender its services in the further effort to provide food for the worthy cause, and be it further

Resolved: That we extend to Mr. Mead A. Kelsey our thanks for his address and earnest effort to bring relief to the stricken people of the Near East, and we recommend to all our members that they do all they can to assist in any and all movements for the accom-



passing of these members who were ever diligent in the upbuilding of our organization in a most loyal manner and that we convey to their bereaved families our heartfelt condolence and sympathy.

Resolved: That the suggestions of Elmer Hutchinson with reference to committee to visit the Board of Supervision of Grain Inspection at Chicago, be approved, and the officers of the Association be authorized to provide for such committee.

Following the election of officers the meeting adjourned *sine die*.

TERMINAL MARKET FIRMS IN ATTENDANCE

The following markets were represented at the meeting:

Chicago: Geo. A. Wegener, of Wegener Bros.; A. E. Woods, of E. W. Bailey & Co.; R. W. Carder, of Hitch & Carder.

Buffalo: S. E. Provost, Eastern Grain, Mill & Elevator Corporation; Earl E. McConnell and I. W. McConnell, McConnell Grain Corporation; Geo. B. Wood, Seymour-Wood Grain Company; A. T. Ward, Townsend-Ward Grain Company.

Cleveland: Fred E. Watkins, Cleveland Grain & Milling Company.

Toledo: J. L. Doering, Southworth & Co.; Geo. D. Woodman, H. W. De Vore & Co.; W. W. Cummings, J. F. Zahm & Co.

Cincinnati: D. J. Schuh, executive secretary Grain & Hay Exchange; F. L. Watkins, Cleveland Grain & Milling Company; W. R. McQuillan, The McQuillan Company; H. E. Richter, Richter Grain Company.

ILLINOIS FARMERS GRAIN DEALERS MEET

The Illinois Farmers Grain Dealers Association met at Decatur, Ill., on February 7 and 8. About 700 dealers and guests were in attendance and the program was of great interest. During the morning session of Wednesday, George Mellon of Mason found much to criticize in the organization.

"Let's not die in our tracks," said Mr. Mellon, "if necessary to change the board of directors, change; if necessary to change the secretary, change him; if necessary to change the editor of our official publication, change him." Those were some of the verbal bombs that Mr. Mellon exploded into the convention in his talk Wednesday morning. He said that the organization was 25 years behind the times and that something should be done to get off the tread mill.

Homer Price of Delavan advocated the inclusion of elevator managers on the Boards of Directors, because as a rule directors did not know enough about the details of the business to act intelligently in their capacity of guides for the business.

In the afternoon former governor Frank O. Lowden spoke, following which the convention visited the plant of the A. E. Staley Company.

Following the banquet in the evening, Col. Frank L. Smith, chairman of the Illinois Commerce Commission, told of some of the trouble the Commission had been through in trying to get cars, as this matter is largely in the hands of the Interstate Commerce Commission.

In part Col. Smith said:

You will remember that I said at the outset that this Commission deals more or less with transportation matters. We have never been quite sure which it is, nor have we tried to establish our exact status for fear we might be stopped from exercising any authority whatever in transportation matters. But in the grain car situation we used all the authority we thought we had and assumed all we thought we could get away with, to which we added all the powers of persuasion and cajolery we possessed in our efforts to get relief for you.

You do not need to be reminded that early in the fall there was a sharp rise in grain prices, and that it looked as though yourselves and the grain producers could once more take heart of grace and revive your belief that this is a good old world. Farmers grown lean on husks, made a rush to sell, and you bought with every dollar you had or could borrow, to the capacity of your storage. When you began to buy you also began to order cars. The grain came in, but the cars didn't. So you began to write to our Commission for help.

The Commission knew there was one thing it could not do: Allocate cars or divert their uses and distribution. Our predecessors had tried it and had found the road barred by the Interstate Commerce Commission, the courts and various Federal institutions. We knew that if we ordered the railroads to give you more cars they would twiddle their fingers at us and say, "Make us." So we tried persuasion. We urged traffic managers to send a car here and another there. We "stole" cars, as some people have put it, from other industries to give you relief, and did it with clear consciences, because we believed, and still do believe, that for the good of all the farmers ought to have the first call upon available equipment, under existing conditions.

We didn't stop after we made our effort at Washington. We camped on the door-step of the American Railway Association at Chicago, and we are there yet, so to speak. As a result, many trainloads of cars, which you would not otherwise have had, found their way to your elevators.

I believe the railroad operators are thinking too much of money and too little of service and the performance of their obligations to the public. I know that if you grain dealers, and the farmers with whom you trade, had thought only of making money these past two years you wouldn't have had to worry about the car shortage this past six months, because you would have laid down on your jobs and there would have been no grain to ship.

Following Col. Smith, E. G. McCollum, secretary of the Farmers Grain Dealers Association of Indiana, spoke on the subject: "Co-operative Buying" and John Miller spoke on "Past, Present and Future of the Farmers Elevator Movement."

At the final session on Thursday the following officers were elected: F. A. Mudge, Peru, president;

L. W. Olmstead, Somonauk, first vice-president; C. H. Bonnell, Owaneco, second vice-president, and W. H. Hindahl, San Jose, treasurer. The reports of various committees closed the business of the convention and the meeting adjourned *sine die*.

MISSOURI FARMER GRAIN DEALERS MEETING

As we go to press the Farmers Grain Dealers Association is in session at the Coates House in Kansas City. The meeting was called for February 14 and 15, and an interesting program is announced:

Morning session, Wednesday, February 14. Address of welcome, by W. M. Symon, Kansas City Chamber of Commerce, and reply by P. E. Donnell of Waco; "How We Make the Elevator and Warehouse Business Pay," by R. H. McCullough of Polo; "Seed Handling Practices That Pay," by C. E. Carter, University of Missouri, Columbia; "Deep Waterways—What They Will Mean to the Grain Market," by A. T. Mackie of Kansas City.

The afternoon session is made up of four addresses followed by short discussions. The speakers are:

"Why a State Association of Farmers' Elevators?" by W. D. Crowther of Golden City.

"Grain Marketing and Our Nation's Welfare," by Dr. H. J. Waters of Kansas City.

"Service of the Farmers' Elevators," by T. J. Hedrick, state inspection and weighing department.

"Fidelity Bonds and Liability Insurance," by H. K. Mansfield of Omaha, Neb.

The afternoon session Thursday is to be opened by an address by D. Dunwoody of Joplin on "Trade Relations Between Mill and Elevator." Another address will be given by M. R. Myers of Chicago on "Our Greatest Need."

ILLINOIS DIRECTORY OUT

Secretary W. E. Culbertson of the Illinois Grain Dealers Association, has sent out the thirtieth annual directory of the organization. Mr. Culbertson must be a disciple of Coue, for every year the directory gets better.

The book contains 248 pages besides several insert advertising pages. The directory lists the names of dealers by railroads; alphabetically, shippers and receivers separate; classified list of advertisers; alphabetical list of railroads; list of towns; and a general index. This is quite different from the old directories where it was almost impossible

TRANSPORTATION

TEXAS BARLEY RATES CHANGED

In the Texas Line Tariffs, barley has been taken out of the list of articles taking wheat rates and put with those of corn. Oats and barley, blended, in the rates is no longer restricted to mixtures limiting the barley to 25 per cent. Any mixture of oats and barley is applicable under Item No. 1566-A.

HEARING ON TRANSIT SHIPMENT

Eugene Morris, chairman of the Central Freight Association, advises that Docket Advice No. 5832, proposing change in the rule governing the weights on transit shipments of grain, grain products and grain by-products, has been set for public hearing at 10:00 A. M., Tuesday, February 20, 1923, at Room 2048 Transportation Building, 608 S. Dearborn St., Chicago, Ill.

LINCOLN GETS BETTER RATES

The Burlington Railroad has granted the request of the Traffic Bureau of the Lincoln, Neb., Chamber of Commerce, that shipment of grain to Lincoln from all points within a radius of 150 miles may be stored or milled in transit, and reshipped to the Pacific Coast without extra charge for the out-of-line haul.

GRAIN RATES FOR OKLAHOMA

In a report on No. 13406, Corporation Commission of Oklahoma vs. Arkansas Railroad et al., Examiner Fred N. Oliver says the Commission should find rates on grain, grain products, hay, and articles taking rates basing thereon, are unreasonable to the extent that they exceed a scale proposed by him, on traffic between points in Oklahoma and Kansas, Missouri and Arkansas. He said the Commission should find the intrastate rates within Kansas, Missouri and Arkansas not unduly prejudicial to interstate commerce.

Mr. Oliver recommends that the Commission should find that the intrastate rates on grain, grain products and hay, and articles taking the same rates or basing thereon, within Kansas, Missouri and Arkansas have not been shown to be prejudicial to interstate commerce but that the inter-

state rates between points in Oklahoma and points in Missouri, Kansas and Arkansas are unreasonable to the extent they exceed the rates shown in the appendix shown below. Joint line rates should be prescribed from Oklahoma to Arkansas by adding to the single-line rates 2.5 cents for distances up to 250 miles; lesser differentials between 250 and 500 miles; over 250 miles, the rates for single and joint line hauls should be the same.

FIELDMEN'S ASSOCIATION TO MEET

The annual convention of the Mill and Elevator Fieldmen's Association will be held on March 13, 14, 15 and 16, at the Hotel Sherman, Chicago, Ill.

The first session on Tuesday at 9:30 a. m. will be taken up with an address of welcome by M. A. Reynolds; the president's address, and the secretary-treasurer's report. H. M. Giles will speak on "Milling Conditions."

On Tuesday afternoon, V. E. Butler will talk on "The Country Elevator Business"; F. S. Danforth, on "Salesmanship"; and L. S. Wardwell, on "How the Field Work Affects the Adjustments."

On Wednesday morning, J. J. Fitzgerald will speak on "The Insurance Contract." In the afternoon the convention will visit the Underwriter's Laboratory and in the evening there will be a theatre party.

At the morning session on Thursday, the Bureau will discuss "Electrical Power," and in the afternoon, "Internal Combustion and Other Powers." On Thursday evening there will be a banquet.

On Friday morning the Bureau will discuss "Miscellaneous Standards," and in the afternoon officers will be elected for the new year.

CONVENTION CALENDAR

February 13, 14 and 15—Farmers Grain Dealers Association of Minnesota, at Minneapolis, Minn.

February 14, 15—Farmers Grain Dealers Association of Missouri, at Kansas City, Mo.

February 15, 16—Tri-State Country Grain Shippers Association, at Minneapolis, Minn.

February 20, 21—Farmers Grain Dealers Association of Ohio, at Sydney, Ohio.

February 21, 22 and 23—Farmers Grain Dealers Association of Kansas, at Hutchinson, Kan.

February 22, 23—Farmers Grain Dealers Association of Indiana, at Marion, Ind.

March 20, 21 and 22—Farmers Grain Dealers Association of North Dakota, at Minot, N. D.

July 24, 26—National Hay Association, at West Baden, Ind.

October 1, 2 and 3—Grain Dealers National Association, at Des Moines, Iowa.

state rates between points in Oklahoma and points in Missouri, Kansas and Arkansas are unreasonable to the extent they exceed the rates shown in the appendix shown below. Joint line rates should be prescribed from Oklahoma to Arkansas by adding to the single-line rates 2.5 cents for distances up to 250 miles; lesser differentials between 250 and 500 miles; over 250 miles, the rates for single and joint line hauls should be the same.

Specific rates no higher than those under the distance scale prescribed should be published from points in Oklahoma to Kansas City and St. Louis, except that those from northern Oklahoma should be equitably graded between the Kansas interstate scale and scale here found reasonable.

Distance (Miles)	Wheat, hay and flour		Corn	
	Single Line	Joint Line	Single Line	Joint Line
Not over 10.....	6.5	9	6	8.4
20 and over 10....	7.5	10	6.5	9
30 and over 20....	9	11.5	8	10.5
40 and over 30....	10	12.5	9	11.5
50 and over 40....	11	13.5	10	12.5
60 and over 50....	11.5	14	10.5	13
80 and over 60....	13	16.5	11.5	14
100 and over 80....	14.5	17	13	15.5
120 and over 100...	16	18.5	14.5	17
140 and over 120...	17.5	20	16	18.5
160 and over 140...	19	21.5	17	19.5
180 and over 160...	20	22.5	18	20.5
200 and over 180...	21	23.5	19	21.5
220 and over 200...	22	24.5	20	22.5
240 and over 220...	23	25.5	20.5	23
260 and over 240...	24	26	21.5	23.5
280 and over 260...	25	27	22.5	24.5
300 and over 280...	26	28	23.5	25.5
325 and over 300...	27	28.5	24.5	26
350 and over 325...	28	29.5	25	26.5
375 and over 350...	29	30.5	26	27.5
400 and over 375...	30	31	27	28
425 and over 400...	30.5	31.5	27.5	28.5
450 and over 425...	31.5	32	28.5	29
475 and over 450...	32	32.5	29	29.5
500 and over 475...	33	33	29.5	29.5
550 and over 500...	34	34	30.5	30.5
600 and over 550...	35	35	31.5	31.5
650 and over 600...	36	36	32.5	32.5
700 and over 650...	37	37	33.5	33.5

THE grain exports of San Francisco, Calif., during the year 1922 as compiled by the Marine Department of the Chamber of Commerce, amounted to 494,893 centals of wheat; 7,252,711 centals of barley; 63,099, corn; 23,898, rye; 1,029, oats.





## IOWA

The North Elevator at Anthon, Iowa, is now owned by W. S. Brant.

The Kunz Grain Company of Wesley, Iowa, has increased its capital stock from \$50,000 to \$100,000.

The elevator of the Farmers Exchange at Haverhill, Iowa, is to be conducted by Arthur Lolwing, manager.

B. H. Knutson succeeds T. J. Valen as manager of the elevator of the Farmers Co-operative Company at Roland, Iowa.

W. E. Denniston and T. M. Partridge of Newton have purchased the business of the Armour Grain Company at Perry, Iowa.

The Farmers Elevator Company of Hamburg, Iowa, has been dissolved. The property is to be sold by Dr. Gray of Watson.

The Farmers Co-operative Elevator Company of Thompson, Iowa, has repaired its elevator and equipped it with a new leg.

The Farmers Elevator Company of Ferguson, Iowa, is in all probability, to be reorganized. A short time ago the elevator and offices of the company were destroyed by fire.

J. T. Hensleigh was elected president recently of the Farmers Elevator & Supply Company of Morning Sun, Iowa; W. C. Swan, secretary-treasurer and W. C. Boyle, manager.

The capital stock of the Farmers Elevator Company located at Ute, Iowa, has been increased from \$25,000 to \$50,000. C. J. Bartels is president; S. C. Thomsen, vice-president; Chas. E. Riddle, secretary; L. C. Palmer, treasurer.

The Farmers Elevator Company, located at Manning, Iowa, has been reorganized and the name changed to the Templeton Elevator Company. The elevator was sold at a sheriff's sale during December and bought by five of the former directors.

## INDIANA

A notice of dissolution has been filed by the Farmers Elevator Company of Jamestown, Ind.

Two electric motors have been installed by the Farmers Elevator Company of Poneto, Ind.

A feed warehouse has been built to the elevator of the Maxwell Grain Company at Maxwell, Ind.

The Mayer Grain Company of Churubusco, Ind., has equipped its elevator with an ear corn crusher and grinder.

James Monroe, a grain and feed dealer of Mt. Vernon, Ind., is now occupying new and more modern quarters.

The Buck Creek Farmers Co-operative Association at Buck Creek and Colburn, Ind., are to be conducted by J. B. Logan.

The elevator of the Hungate Wholesale Company at Farmers (Carthage p. o.), Ind., has been purchased by T. R. Reed.

A 35-horsepower electric motor and a new feed grinder have been installed by the Zionsville Grain Company of Zionsville, Ind.

The capital stock of the Worthington Grain Company operating at Worthington, Ind., has been increased from \$6,000 to \$30,000.

The grain elevator of the Millgrove Grain Company, Millgrove, Ind., which burned is to be rebuilt. An attrition mill is to be installed.

Operations have been resumed in the elevator at Aylesworth (mail to Koutz), Ind. It will be under the management of Freeman Knowles.

The name of the Russell Elevator Company, at Portland, Ind., has been changed to that of Cartwright & Headington Elevator Company.

The Bloomington Milling Company of Bloomington, Ind., is building a 50,000-bushel grain elevator. The Burrell Engineering & Construction Company has the contract.

The grain elevator and business which the Goodrich Bros. have been conducting at Chesterfield, Ind., were taken over recently by the Farm Products Company of Chesterfield.

The elevator and feed store of the Chatfield Grain Company at Valparaiso, Ind., has been sold to the McMahon-Wood Company of Valparaiso. The company will operate as the Pennsy Elevator Company with Thomas H. Benton as manager.

The half interest of J. B. Sartor in the grain business at Oaktown, Ind., has been sold to J. R.

Clark. A new 25,000-bushel elevator is being erected there replacing the one which was destroyed by fire last July. The new plant is to be electrically lighted.

The W. C. Babcock Grain Company of Rensselaer has opened its elevators at Kniman and Virgie (Kniman p. o.), Ind., and is receiving grain.

## CANADA

A grain elevator costing \$85,000 is to be erected at Vancouver, B. C., for Vernon & Buckerfield, local grain and flour dealers.

A new reinforced concrete elevator is to be erected at Port Arthur, Ont., for the Mutual Elevator Company. The company has sold its old plant.

The Staples Elevator at Thunder Bay has been purchased by the Mutual Elevator Company at a cost of \$80,000. The firm will erect a 1,000,000-bushel house there.

A grain elevator will be built, in all probability, at Vancouver, B. C., for C. E. Woodward of Winnipeg. The workhouse will have capacity of 160,000 bushels and the storage tanks of 250,000 bushels. It will cost \$500,000.

The Saskatchewan Co-operative Elevator Company has made plans for the erection of a 2,000,000-bushel storage annex to its Ft. William, Ont., house with a 500,000-bushel hospital plant along side of it. The new plant will cost approximately \$1,500,000.

## EASTERN

A grain and feed store has been opened at Harrison, Maine, for C. H. Pitts.

An addition is being built to the grain house of P. Cutler at Colchester, Conn.

A grain store is to be conducted at Newport, Vt., by W. H. Angell and Guy Angell, of South Newbury. The company will also handle flour.

To conduct a general grain and feed business at East Concord, N. Y., the East Concord Milling Corporation has been incorporated, capitalized at \$30,000.

Robert Miller's grain business at Northfield, Mass., has been purchased by Thomas Dollard of Oklahoma. Mr. Miller will be associated with Mr. Dollard in the management of the property.

An addition is being built to the property of the Cunningham Grain Company of Malden, Mass., in which machinery for manufacturing feeds will be installed. The addition will be 70x50 feet, and one story in height.

The grain, flour and sugar business of the Garber-Northam Company, Inc., has been purchased by the Meech Grain Company of Middletown, Conn. The Meech Grain company includes the Meech-Stoddard Company which operates a flour mill at Red Wing, Minn. The company has branches at Hartford, Meriden, Middlefield, Essex and Colchester, Conn.

The Baltimore & Ohio Railroad is to rebuild its grain handling plant at Baltimore, Md., which burned last July. The new elevator will cost \$4,000,000 and will have an initial capacity of 900,000 bushels, to be ultimately increased to 9,000,000 bushels. There will be four car dumpers and four unloading cars with an eight-hour capacity of from 275 to 300 cars of grain, unloading and storing grain at the rate of a car in six minutes; the daily loading out capacity will be 200 cars. The elevator will be of steel and concrete construction.

## MINNESOTA AND WISCONSIN

The Equity Elevator located at Cokata, Minn., has been leased by A. L. Edmunds.

The Farmers Elevator Company of Hudson, Wis., has become a co-operative company.

Operations have been stopped in the Monarch Elevator Company's elevator at Louisburg, Minn.

O. Young has been elected to the presidency of the Galesville Farmers Exchange, at Galesville, Wis.

Williams Bros., of Menomonie, Wis., have purchased the machinery business of the Farmers Elevator & Implement Company, located at Elmwood, Wis.

The elevator and feed mill at Livingston, Wis., have been purchased by Ernest Biddick. Mr. Biddick will take charge on March 1 when he will retire from farming.

Business operations have been started in the Farmers & Merchants Elevator at Montevideo,

Minn. E. E. Lageson of Montevideo has leased the building. It is planned to reorganize next spring into a farmers elevator company.

Operations have been resumed in the Lakeville Farmers Co-operative Warehouse & Exchange at Lakeville, Minn.

The Hewitt Grain & Provision Company of Osceola, Wis., has equipped its elevator with an attrition mill, electrically operated.

An electrically operated feed mill of 60 bags per hour capacity has been installed at Kewaunee, Wis., for the Kewaunee Grain Company.

A 10,000-bushel elevator is to be erected, it is reported, at Cedar Mills, near Hutchinson, Minn., for Phil Schoeneman of Hutchinson.

R. A. Pieper has resigned as manager of the Clintonville Co-operative Mercantile Elevator at Clintonville, Wis., because of poor health.

The Equity Co-operative Association, Inc., of Birnamwood, Wis., is now under the management of Herman Behn. J. Grill recently resigned as manager of the house.

Work has been completed on the new elevator of the Farmers Co-operative Elevator Company at Cosmos, (Buffalo Lake, P. O.) Minn., and operations have been started in it.

The Eclipse Lumber Company of Myrtle, Minn., has been taken over by the Speltz Grain & Coal Company. The grain company now owns 14 elevators and 300 yards in southern Minnesota.

A co-operative elevator will in all probability be erected at Madelia, Minn., for the farmers around there. Henry Hillesheim is interested in the new enterprise.

Emmet Hawks has sold his grain, feed and flour business at Abbotsford, Wis., to E. J. Crane of Owen, Wis., owner of elevators and warehouses at Owen and Chippewa Falls. He will enlarge it to include a pure bred seed department. Mr. Crane has retained Theodore Broeren as manager of the business.

## ILLINOIS

A new engine is being installed in the elevator of the Penrose Elevator Company located at Earlville, Ill.

The elevator of Richardson & Lauriston at Ellsworth, Ill., is to be rebuilt. The new house will have a capacity of 40,000 bushels.

The firm of Hammer, Owens & Schillinger, Polo, Ill., has been dissolved. F. W. Hammer is now doing business under his own name at Polo.

The Bieber Grain Company's elevator at St. Anne, Ill., has been purchased by the Bettendorf Grain Company. The Bettendorf company now operates two elevators.

The Claudon Grain & Coal Company has purchased the property of Rathbun & Claudon at Gridley, Ill. R. L. Rathbun is no longer interested. J. P. Guinrich is manager.

The Cornell (Ill.) Farmers Elevator Company has been purchased by H. E. Crum, formerly manager of the Missal Farmers Elevator Company, Missal (Streator p. o.), Ill.

The Walton (Ill.) Co-operative Company of which Oscar Berg is manager, will soon start to rebuild its elevator which burned in December. The contract is to be let soon.

The grain elevator and coal business at Kansas, Ill., which was formerly conducted by the late C. M. Paxton, has been taken over by O. E. Boyer, who will operate the business.

H. H. Potter is manager of the Inland Grain Company at Galesburg, Ill. He resigned as manager of the Farmers Elevator Company at Rensselaer, Ind., to take this position. Mr. Potter was a tower of strength in co-operative affairs in Indiana while he was in that state.

A company of men, headed by Edward G. Rolwing of St. Louis, has purchased the J. S. Ashbrook Elevator & Milling Company at Mattoon, Ill., for the consideration of \$135,000. Associated with Mr. Rolwing in the operation of the business are C. Stewart and J. Fry.

The grain elevator, milling, food and coal business of W. H. Smith & Son at Arcola, Ill., have been purchased by O. R. Twiford. He will continue the business as heretofore and Glen Smith, member of the firm of Smith & Son will remain with



him for the time being. The elevator was formerly owned by John M. Ernst & Son and was purchased by the Smiths for \$9,000 about 18 months ago.

The Judd Elevator at St. Charles, Ill., has been leased by the Pyramid Milling Company. The concern manufactures dairy and poultry food. W. D. Gray is superintendent.

The Bismarck Grain Company, recently incorporated at Bismarck, Ill., by T. R. Barton and M. A. Current, has purchased the grain and coal business of Young & Wood of Bismarck.

A grain elevator of 10,000 bushels' capacity is to be erected at Emington, Ill., for B. E. Hamilton of Campus, and will be conducted under the name of the Hamilton Grain Company.

The grain elevator of the Lewis-Frederick Company at Niantic, Ill., has been purchased by J. F. Beall of Niantic. Mr. Beall owns grain elevators at Harristown and Warrensburg.

The old elevator built 50 years ago at Cairo, Ill., by the I. C. R. R. Company is to be torn down and will be replaced, it is said, by a new and modern fireproof concrete house of 2,000,000 bushels' capacity.

The elevator of the O. A. Talbott Company of Keokuk at Lone Tree, near Burlington, Henderson County, Ill., which burned, is to be rebuilt. The loss amounted to \$30,000, including building and 5,000 bushels of corn.

The grain elevator and business of F. E. Rose at Tuscola, Ill., have been purchased by J. Ed Collins and his son, Oscar, who has been in charge of the Collins Grain Elevator at Arthur. The consideration was \$25,000. Oscar Collins will have charge of the Tuscola business; the Arthur Elevator will be in charge of W. H. Reeder. The name of the company will be the Collins Grain Company.

## WESTERN

W. H. Smith recently sold his interest in the Chehalis Grain & Fuel Company, located at Tacoma, Wash.

F. G. Wilson is manager and grain buyer for the Equity Elevator at Glasgow, Mont., succeeding L. Borgen.

The MacDonald Grain Company of Seattle, Wash., has its new grain warehouse at Molson, Wash., completed.

The plant of the Farmers Mill & Elevator Company at Craig, Colo., is now being operated by R. H. Howard.

The capital stock of the Palmerton-Moore Grain Company of Spokane, Wash., has been decreased from \$50,000 to \$30,000.

A branch office has been opened at Newhall, Calif., for the San Fernando Grain & Supply Company, with E. J. Saunders in charge.

The Farmers Warehouse Company succeeds the Wallowa Milling & Grain Company at Enterprise, Ore. J. H. Thompson is president.

J. F. Parker is no longer interested in Parker & Gordon at Petaluma, Calif., grain, feed and livestock dealers. Paul Haney succeeds him.

The capital stock of the Farmers Independent Grain Company, operating at Waukon, Wash., has been increased from \$5,000 to \$10,000.

The Globe Grain & Milling Company has leased the warehouse of the Adams Produce Company at Paul, Idaho, and is ready for business.

The Deer Park Grain Company of Deer Park, Wash., is no longer operating under a receivership. The firm has settled all of its obligations.

Irwin & Co. of San Diego, are interested in the erection of a grain and hay warehouse at El Cajon, Calif. The estimated cost of building is \$12,000.

J. Green, C. E. Merritt and Jesse Grum have incorporated at Elgin, Ore., as the Elgin Grain & Storage Company. The firm is capitalized at \$6,000.

C. M. Ireland, G. L. Ireland and W. A. Burke have incorporated at Hudson, Colo., as the Hudson Community Elevator, Inc. Its capital stock is \$25,000.

The Cottonwood Elevator Company has been incorporated at Cottonwood, Idaho, to conduct a general grain, hay and seed business. The firm is capitalized at \$50,000.

A 60,000-bushel grain elevator is to be built at Yuma, Colo., for the Colorado Mill & Elevator Company. The Burrell Engineering & Construction Company has the contract.

The partnership of L. E. Price and W. E. Henry operated at Downey, Calif., as the Downey Grain Company, has been dissolved. The business will be continued by L. E. Price.

A 200,000-bushel elevator and a 600-barrel mill, in addition to a power house and warehouse, are to be erected at Greeley, Colo., for the Colorado Mill & Elevator Company.

The Prairie Land Company was recently incorporated at Lewiston, Idaho, capitalized at \$25,000. M. B. Mikkelsen, L. W. Wright and Gladys Leffler are interested. The company operates the Halsey Flour Mill at Jerry and will engage in the general

grain business with headquarters at Lewiston. Mr. Mikkelsen and Mr. Wright were formerly associated with the Vollmer-Clearwater Grain Company.

The Equity Elevator at Williams, Mont., has been taken over, it is reported, by the International Elevator Company. Judson Parmelee has been appointed manager of the elevator.

The Boyd-Conlee Company of Spokane, Wash., has purchased the Produce Company's warehouse at Kennewick, Wash., and will operate as the Barton Grain & Feed Company. James R. Barton is manager.

The Pacific Elevator Company of Lewiston, Idaho, has changed its name to the Pacific Coast Elevator Company and has a capital stock of \$200,000. The company, now a corporation, does business in Idaho, Washington and Oregon.

The Colorado Mill & Elevator Company has placed the contract with the Burrell Engineering & Construction Company for the building of a 1,000-barrel mill and 500,000-bushel capacity elevator and warehouse at Salt Lake City, Utah.

Two grain elevators and two flour mills at Malad, Idaho and one at Holbrook, Idaho, have been sold by the Oneida Farmers Union Company to a syndicate composed of R. N. Hill, T. J. Howard, V. Dives, W. H. Palmer, D. M. Daniels, D. S. Jones, J. Edward Gibbs and Griff Davis. The company which is to be organized will be capitalized at \$25,000.

## OHIO AND MICHIGAN

F. B. Walcott is manager of the Breckenridge Farmers Elevator Company operating at Wheeler, Mich.

The grain elevator at Latty, Ohio, has been purchased by the Palmer Miller Grain Company of Celina, Ohio.

Business has been suspended in the Smith Elevator at Reed City, Mich. The property will be sold at public auction.

The Armstrong Mill Company has purchased the property of the Laurelville Grain & Mill Company at Laurelville, Ohio.

The name of the Letherman Gehman Company at Canton, Ohio, has been changed to that of the Letherman Supply Company.

E. M. True has sold a half interest in the grain elevator and flour business which he conducted at Port Clinton, Ohio, to James Hopfinger, who will be actively associated with the business.

Capitalized at \$35,000, the Zeisler Grain Company has been incorporated at Lucasville, Ohio. The incorporators are George Zeisler, Wm. A. Zeisler, Anna L. Zeisler and John N. Moulton.

The Jewell Grain Company of Defiance, Ohio, has let the contract for a grain elevator of 13,000 bushels' capacity and costing \$13,000. It will be located on the site of the elevator which burned last summer.

The A. C. Gale Grain Company, the Fairmount Elevator Company and Early & Daniels of Cincinnati, Ohio, have merged into a \$1,500,000 corporation to be known as the Early & Daniels, Inc. A. C. Gale has sold his interest in the Gale company and is now associated with the John De Molet Grain Company.

The business and property of Flynn & Wolohan and C. A. Francis at Gladwin, Mich., have been purchased by Chas. Wolohan, Inc. Mr. Flynn will continue as manager. Glen Wagar will have charge of the Francis Elevator. Chas. Wolohan operates elevators at Birch Run, Hemlock, Freeland, Gera, Chesaning, Fergus and Gladwin.

## SOUTHERN AND SOUTHWESTERN

A grain and field seed business has been opened at Richland Springs, Texas, by A. L. Hamrick of San Saba.

C. L. Ottinger & Sons at Newport, Tenn., is succeeded in business by C. E. Ottinger & Bro., who will now conduct the business.

A grain and field seed business has been opened by A. L. Hamrick of San Saba, Texas. A building has been leased for this purpose.

A new building, costing \$36,984, and three stories high, is to be erected at Amarillo, Texas, for the American Grain & Hide Company.

H. Lesinsky & Co., Inc., on February 1 took over the grain, flour and wholesale grocery business of M. Ainsa & Sons, Inc., at El Paso, Texas.

To deal in grain and hay, the Booth Company, Inc., has been incorporated at Owensboro, Ky., capitalized at \$5,000. E. S. Booth is president.

A building in Louisville, Ky., has been purchased by William M. Woolcott which he will remodel into a grain elevator at an estimated cost of \$10,000.

J. A. Lollar, W. J. and J. R. Long have filed articles of incorporation as the Pauls Valley Grain & Seed Company at Pauls Valley, Okla. Its capital stock is \$3,000.

The capital stock of the Hick Company, Ltd., of Shreveport, La., has been increased to \$849,400.

The company is one of the leading grain, flour and feed dealers in Louisiana. The firm contemplates greatly increasing its facilities for handling grain.

The Tangier Elevator Company was incorporated at Tangier, Okla., capitalized at \$8,000. The incorporators are Thomas Belford, L. S. Thomas and Carl Hosemeier.

Capitalized at \$25,000, the Central Ice & Grain Company has been incorporated at Mexia, Texas. The incorporators are T. A. Phillips, J. E. Simco, and W. E. Becker.

A grain elevator and 100-barrel flour mill are being erected at Seymour, Texas, for the Seymour Milling & Grain Company. John Hayley is to have charge of the plant.

The capital stock of the Harris Grain Company operating at Mobile, Ala., has been increased from \$15,000 to \$30,000. Edward H. Donahue is president and Herbert M. Donahue, secretary and treasurer of the firm.

## THE DAKOTAS

Dave Ramsey is now manager of a grain elevator located at Thorne, N. D.

The Farmers Grain Company has equipped its elevator at Osceola, S. D., with a new cup belt.

The Farmers Elevator Company of Kaylor, S. D., has been reroofed, iron sided and improved with a new driveway.

An annex has been built to the E. J. Freeman Elevator at New England, N. D., giving additional capacity of 20,000 bushels.

The Columbia Elevator at New England, N. D., has been enlarged by the erection of an addition of 12,000 bushels capacity.

A transmission rope and other repairs have been made to the elevator of the Farmers Co-operative Company at Bruce, S. D.

The grain elevator and lumber business of the Glenfield Co-operative Company at Glenfield, N. D., have been sold to Berg & Co.

A co-operative company has been organized at Manchester, S. D., by farmers living in that vicinity, to conduct a grain elevator there.

A new dump and scale and new transmission are being installed in the house of the Farmers Elevator Company at Loomis, S. D.

A new elevator boot and cups have been installed and the elevator of B. F. Lyons at Carthage, S. D., has been resided and repainted.

Andrew Erickson is manager of the Sexauer Elevator at Lake Norden, S. D. He was formerly with the Hymes Elevator at Volga, S. D.

The elevator of the Farmers Elevator Company at Ethan, S. D., has been repaired and a new head and metal bin spouting have been installed.

The elevator of the Farmers Elevator Company at Parkston, S. D., has been repaired and equipped with new boot tank, new pits and siding, and repairs on transmission.

Farmers around Pollock, S. D., have incorporated as the Pollock Farmers Elevator Company, capitalized at \$25,000. R. A. Conway, E. D. Putnam and Frank E. Devers are interested.

Articles of incorporation have been filed at Mitchell, S. D., by the Betts Grain Company, capitalized at \$100,000. The incorporators are: E. A. Betts, Edwin Parcello and C. L. Morgan.

The Equity Elevator at Havelock, N. D., has been purchased by Gordon Gardner and Tony Hettrich of New England and was turned over to them immediately. The new owners have incorporated as the Havelock Grain Company.

## MISSOURI, KANSAS AND NEBRASKA

The Farmers Grain Company at Rolla, Kan., is being operated by Tom Brown.

The elevator at Lebanon, Mo., has been purchased by the Farmers Produce Exchange.

The Golden Belt Elevator at Topeka, Kan., has been leased by the Derby Grain Company.

The new 50,000-bushel elevator of the Dinsdale Elevator at Palmer, Neb., is practically completed.

The Norcross Elevator at Hickman, Neb., has been purchased by Wm. Burk & Co., of Hallam, Neb.

Snyder & Henderson recently bought the elevator and warehouse of Smith & Sharpless at Effingham, Kan.

A modern grain distributor is to be installed by the Farmers Co-operative Mercantile Company of Scribner, Neb.

The Fuller Grain Company has closed its Manhattan, Kan., office and moved all of its equipment to Atchison, Kan.

The elevator of the Farmers Grain & Lumber Company at Kennard, Neb., is to be equipped with an electric motor.

Wilmer Waggy has bought an interest in the McConnel Grain Company of Liberty, Mo., a branch of the Miller-McConnel Grain Company of Kansas



# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-First Year

City, and hereafter the firm will operate as the McConnel-Wagy Grain Company. Charles C. McConnel retains his interest in the firm.

J. C. Lutes is succeeded as manager of the Grant City, Mo., elevator of the Iowa-Missouri Grain Company by J. W. Long.

The elevator and mill of the Liberty Milling Company at Manhattan, Kan., have been purchased by E. L. Craig of Wichita.

The Germantown Farmers Grain Company at Garland, Neb., is being operated by C. W. Kinzler. He succeeds John P. Pullen.

The Crowell, Neb., elevator and business has been purchased by Carl Madsen. Possession has been given the new owner.

Arthur Bartman and others have incorporated at Kearney, Neb., as the Kearney Grain Company. The firm is capitalized at \$50,000.

The elevator of the Kansas Flour Mills Company at Haviland, Kan., has been purchased by the Light Milling & Grain Company of Liberal.

J. G. Nygren has resigned as manager of the elevator of the Farmers Union Exchange at Tilden, Neb., and is succeeded by Paul Fullner.

Capitalized at \$65,000, the Kelso Grain Company has been incorporated at Pittsburg, Kan. C. P., R. G. and N. Kelso are the incorporators.

Additional equipment for feed grinding has been installed by the Marysville Mill & Elevator Company of Marysville, Kan. J. E. Riley is manager.

The elevators of the Moses Bros. Mills at Macks-ville and Ellinwood, Kan., have been sold to Paul Gano and the Wolf Milling Company respectively.

The Keystone Stock Market and the H. U. Grain Company of Arthur, Neb., have been consolidated and will be conducted by Knud Nelson, manager.

R. C. Jackman has purchased the Bowersock interests at Lawrence, Kan., including the elevator, mills, power plant, bakery, etc., valued at \$1,000,000.

C. V. Fisher has severed his connection with the Wyandotte Elevator Company of Kansas City. He has organized a new firm to be known as Fisher & Fisher.

F. W. Lewis, J. T. Bonta and A. Delosh have incorporated at Arnold, Neb., as the Farmers' Union Co-operative Association. The firm is capitalized at \$10,000.

Carl Madsen has purchased the elevator and coal business of the Crowell Elevator people at Wayne, Neb., and will operate as the Wayne Grain & Coal Company.

The Farmers Grain & Supply Company will replace its elevator at Gilmore, Mo., which burned, with another house exactly like it. It was a 6,000-bushel house.

The name of the Beatrice Farmers Union Co-operative Company at Beatrice, Neb., has been changed to that of the Farmers Co-operative Elevator Company.

A 40,000-bushel grain elevator is being erected at Buffalo Park, Kan., for the Colorado Mill & Elevator Company by the Burrell Engineering & Construction Company of Chicago.

P. S. Lytle has resigned as grain buyer of the Nye-Snyder-Jenks Company at Bellwood, Neb., and is now located in Tilden. J. P. McDermond succeeds him at Bellwood.

A company, capitalized at \$20,000, has been incorporated at Fulton, Mo., as the Callaway County Farm Bureau. The company will erect a farmers elevator and warehouse.

A new addition is being built to the plant of the H. W. Smith Hay & Grain Company of Fredonia, Kan. The company is increasing their business by adding a feed department.

The new office building of the Lindsborg Milling & Elevator Company at Lindsborg, Kan., has been completed. A new Howe Wagon Scale has also been installed in the elevator.

A new elevator of 20,000 bushels' capacity is to be erected at Shady Bend, Kan., for B. L. Yohe, replacing the plant which burned some months ago. The plant will be equipped with the latest machinery.

Ira Crawford is now general manager of the Osborne, Kan., elevator of the Osborne County Farmers Union, where he has been employed for several years. He succeeds P. T. Brookshier who resigned.

A new elevator, fireproof in construction, is to be erected at Sheridan, Mo., for the Farmers Produce & Shipping Company. It will have a capacity of 15,000 bushels and is equipped with a sheller and cleaner.

The elevator formerly operated by the Kansas Grain Company at Ellinwood, Kan., has been leased by Dan Erni, of Ellinwood. The property was purchased by the Wolf Milling Company recently and was leased to Mr. Erni for a year.

The new elevator of the Boone County Milling Company of Columbia, Mo., is rapidly nearing completion and the owners expect to have it ready for operation the first of March. The tanks will have

a capacity of 10,000 each; the present capacity is 100,000 bushels and with the erection of the new tanks the capacity will be 150,000 bushels. Along with the new tanks a special cleaning outfit is to be installed.

Capitalized at \$100,000, the Wyandotte Elevator Company, Inc., has been incorporated at Jefferson City, Mo. The company is located in New York City. The Missouri directors are P. W. McQuillen, O. W. Wood and A. Z. Jaretski, Jr., all of New York. The company has the right to construct, lease and operate grain, coal storage and coal warehouses.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for January:

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus...	3,582,197	590,948	1,803,209	1,031,122
Corn, bus...	2,778,817	7,327,689	2,571,561	6,346,157
Oats, bus...	116,312	69,360	.....	31,839
Barley, bus...	5,489	29,613	.....	28,288
Rye, bus...	4,084,398	745,175	4,374,846	674,199
Malt, bus...	26,683	1,643	23,617	6,475
Buckwheat...				

**CAIRO**—Reported by M. C. Culp, chief grain inspector and weighmaster of the Board of Trade:

Inspector and Commodity	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus..	105,864	11,906	103,400	11,588
Corn, bus....	297,667	1,114,027	261,253	1,053,673
Oats, bus....	1,910,755	1,055,882	1,804,792	1,149,358
Rye, bus....	64,767	.....	78,571	.....

**CHICAGO**—Reported by John R. Mauff, secretary of the Board of Trade:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus..	2,356,000	702,000	1,427,000	637,000
Corn, bus....	16,089,000	28,568,000	10,196,000	14,406,000
Oats, bus....	6,745,000	5,535,000	5,569,000	4,552,000
Barley, bus..	998,000	721,000	415,000	229,000
Rye, bus....	1,020,000	70,000	963,000	74,000
Timothy Seed, lbs. ....	570,000	2,404,000	2,106,000	2,551,000
Clover Seed, lbs. ....	1,044,000	1,628,000	1,430,000	1,728,000
Other Grass Seed, lbs..	1,957,000	2,510,000	765,000	1,653,000
Flax Seed, bus. ....	80,000	106,000	22,000	1,000
Hay, tons....	14,968	12,907	539	709
Flour, bbls..	1,182,000	835,000	864,000	511,000

**CINCINNATI**—Reported by D. J. Schuh, executive secretary of the Cincinnati Grain & Hay Exchange:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus..	277,400	217,200	248,400	203,600
Shelled Corn, bus. ....	421,200	369,600	302,400	283,200
Ear Corn, bus. ....	36,800	24,000	.....	.....
Oats, bus. ....	390,000	340,000	120,000	122,000
Barley, bus. ....	6,500	3,900	.....	.....
Rye, bus. ....	3,600	3,600	1,200	3,600
Hay, tons. ....	8,734	7,799	.....	.....
Feed, tons. ....	1,200	2,010	.....	.....

**DULUTH-SUPERIOR**—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus...	4,148,555	856,003	698,273	302,668
Corn, bus....	44,460	1,541,548	31,941	.....
Oats, bus....	24,939	415,165	19,890	5,000
Barley, bus..	45,120	13,936	156,962	94
Rye, bus....	2,661,135	576,257	50,000	2,581
Flax Seed, bus.	.....	.....	.....	.....
Flour, bbls..	170,057	107,335	366,376	143,598
.....	.....	.....	61,485	50,350

**FORT WILLIAM, ONT.**—Reported by E. A. Ursell, statistician of the Board of Grain Commissioners:

Statistician of the Board of Grain Commissioners	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus..	11,573,513	7,692,513	6,689,962	4,974,619
Corn, bus....	3,070	1,568	3,070	1,568
Oats, bus....	2,184,508	2,483,190	614,061	2,796,554
Barley, bus..	1,149,527	473,421	622,020	444,382
Rye, bus....	662,838	211,340	2,339	21,216

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the Board of Trade:

INDIANAPOLIS—Reported by		Wm. H. Howard,		
secretary of the Board of Trade:				
	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus.	357,000	156,900	197,000	55,900
Corn, bus....	2,656,000	2,549,400	1,704,000	1,513,200
Oats, bus....	1,302,000	974,000	932,000	780,000
Rye, bus.	20,000	9,800	8,000	2,800

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade:

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade:				
	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus..	7,006,500	5,367,600	4,491,450	4,062,150
Corn, bus....	1,982,500	1,793,750	410,000	1,052,500
Oats, bus....	1,258,000	479,400	621,000	294,000

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Wheat, bus. ....	420,200	470,800	172,000	349,000
Hay, tons....	34,248	24,396	13,920	6,288
Flour, bbls...	75,075	69,225	433,875	415,675
<b>MILWAUKEE</b> —Reported by H. A. Plumb, secretary of the Chamber of Commerce:				
	Receipts		Shipments	
	1923	1922	1923	1922

**LOS ANGELES**—Reported by M. D. Thiebaud, secretary of the Grain Exchange:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, clds..	192	205	.....	.....
Corn, clds....	136	97	.....	.....
Oats, clds....	19	26	.....	.....
Flour, clds....	139	136	.....	.....

**MINNEAPOLIS**—Reported by G. W. Maschke, statistician of the Chamber of Commerce:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus...	14,864,110	7,751,060	5,234,120	2,470,580
Corn, bus....	1,180,940	2,592,990	620,830	1,469,600
Oats, bus....	2,388,960	2,001,060	3,417,900	1,872,600
Barley, bus..	1,502,160	675,360	1,249,880	815,840
Rye, bus.....	2,368,970	229,260	2,616,270	90,830
Flax Seed,				
bus. ....	447,200	297,890	126,800	158,280
Hay, tons....	2,757	2,453	279	220
Flour, bbls..	131,570	79,342	1,232,812	1,203,244

**NEW ORLEANS**—Reported by Geo. S. Colby, chief grain inspector and weighmaster of the Board of Trade, Ltd.:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus..	.....	.....	1,412,232	1,593,815
Corn, bus....	.....	.....	2,464,120	4,376,835
Oats, bus....	.....	.....	46,895	43,130
Barley, bus..	.....	.....	.....	29,152
Rye, bus....	.....	.....	.....	173,585

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus..	8,577,800	4,971,600	8,869,000	6,234,000
Corn, bus....	1,283,800	3,621,200	1,254,000	2,629,000
Oats, bus....	1,290,000	1,336,000	1,373,000	475,000
Barley, bus..	530,400	212,500	895,000	459,000
Rye, bus....	1,519,000	310,800	1,330,000	286,000

**OMAHA**—Reported by F. P. Manchester, secretary of the Produce Exchange:

Flax Seed,				
bus.....	429,000	491,087	.....	.....
Hay, tons....	9,627	8,762	3,876	
Flour, bbls...	984,315	932,883	741,000	446,000
<b>OMAHA</b> —Reported by F. P. Manchester, secretary				
of the Produce Exchange:				
	Receipts		Shipments	

**PEORIA**—Reported by John R. Lofgren, secretary of the Board of Trade:

Corn, bus....	3,571,400	2,462,600	4,512,200	3,469,200
Oats, bus....	1,476,000	1,718,000	1,066,000	1,058,000
Barley, bus..	104,000	99,200	80,000	46,400
Rye, bus....	285,600	142,800	140,000	68,600
<b>PEORIA</b> —Reported by		John R. Lofgren, secretary		
of the Board of Trade:				

**PHILADELPHIA**—Reported by S. S. Daniels, statistician of the Commercial Exchange:

Wheat, bus.	141,600	110,400	138,100	60,000
Corn, bus....	2,764,450	3,132,250	2,367,800	2,505,250
Oats, bus....	1,988,900	1,244,400	1,892,200	982,000
Barley, bus..	44,800	47,600	44,800	40,600
Rye, bus....	90,000	9,600	75,600	6,000
Mill Feed,				
Tons.	20,240	15,160	24,900	16,120

**PORTLAND, ME.**—Reported by Howard H. Waldron, traffic manager of the Chamber of Commerce:

PHILADELPHIA—Reported by S. S. Daniels, statistician of the Commercial Exchange:				
	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus..	5,566,476	5,279,933	5,521,430	4,271,382
Corn, bus....	1,507,731	1,739,314	964,433	1,221,421



## OBITUARY

**BARRY.**—Edward Barry died on February 2 from gunshot wounds. He was a grain tester employed by the state at Willmar, Minn.

**BULL.**—Arthur J. Bull died recently aged 41 years. He was at the head of A. J. Bull Company, Rice Lake, Wis., dealers in feed, flour, etc.

**CAMPBELL.**—J. A. Campbell died at Lincoln, Neb., aged 86 years. He was senior member of J. A. Campbell & Sons, former owners of the Atlantic Mill & Elevator at Atlantic, Neb.

**CLEGG.**—On January 16, Charles R. Clegg, aged 62 died at his home in Youngstown, Ohio, after a long illness. He was senior partner of C. R. Clegg & Son, formerly Clegg Bros., wholesale grain flour and produce dealers.

**COE.**—R. J. Coe died recently of heart trouble. He was president of the Fort Atkinson, Wis., seed firm of Coe, Converse & Edwards Company.

**DAVIS.**—Albert C. Davis died on February 3, aged 47 years. Mr. Davis was a member of the Buffalo grain trade and operated as A. C. Davis, Inc. For a time he was buyer of grain for the George Q. Moon Milling Company of Binghamton.

**ENGLISH.**—Thomas B. English died during January at his home in Seattle, Wash. He was for 30 years engaged in the grain brokerage business in eastern Washington. He moved to Seattle in 1916 when he retired from business.

**ERDMAN.**—Milton K. Erdman died, aged 72 years, at Allentown, Pa. He was for many years engaged in the feed and flour business at Quakertown.

**GARVER.**—Louis Garver died recently at Van Alstyne, Texas, aged 70 years. He was president of the Garver-Scales Elevator Company.

**GILMOUR.**—Thomas Gilmour died on January 12 at Toronto, Ont. He was formerly in the grain and grocery business at Brockville, Ont., and was senior member of Gilmour & Co., he retired from business several years ago.

**GRULICH.**—F. A. H. Grulich died recently. He formerly operated elevators at Keystone, Elberon, Van Horne and Vining, Iowa.

**HARSH.**—Alexander C. Harsh died on January 22 at St. Louis, Mo. Mr. Harsh was for a number of years a prominent grain dealer and shipper in Nashville, Tenn.; later he moved to St. Louis where he was a member of the grain firm Harsh & Polk; at one time he was a director of the Merchants' Exchange in that city. Interment was at Nashville.

**HUBBEL.**—On January 11, John H. Hubbel died at his home in Tarrytown, N. Y., in his 87th year. Mr. Hubbel was for years identified with the hay trade of New York City. He went into the hay business in 1875 in Hubbel & Schermerhorn, which later became Hubbel & Kent. The firm dissolved a number of years ago, Mr. Hubbel retiring from business.

**HUNT.**—John F. Hunt died recently after a brief illness. He was a retired grain dealer residing at Lynn, Mass. In 1881 he engaged in the grain business and continued in it until he retired in 1910.

**JACKSON.**—Howard B. Jackson, a prominent grain dealer on the Chicago Board of Trade and a vice-president of the United States Grain Corporation during the war, was struck down by an automobile and killed on January 19. After the war Mr. Jackson organized the Jackson Bros. in Chicago and was actively engaged in the company at the time of his death.

**KENNEDY.**—L. B. Kennedy died last month at his home in New York City, aged 56 years. Mr. Kennedy was a member of the old grain distributing firm of Clarke & Allen and was a member of the New York Produce Exchange.

**KIOECK.**—William P. Kioeck died on January 17, aged 57 years, at Pittsburgh, Pa. He was a seed merchant and was a member of the Pittsburgh Florists and Gardeners Association.

**KREHE.**—Frank Krehe died at his home in St. Bernard, Ohio, on January 29 after a long illness. Mr. Krehe was a retired coal and feed merchant.

**NIEMEIER.**—Charles L. Niemeier died on January 28 at Jacksonville, Ill., after an illness of six months. Mr. Niemeier was a former president of the Merchants' Exchange of St. Louis, Mo., and was senior member of the Shultz Niemeier Commission Company.

**NISWONGER.**—H. J. Niswonger died suddenly on January 27. He was engaged in the grain business at Arcanum, Ohio, where he had been since 1904.

**NIXON.**—Marshall F. Nixon died after a short illness of pneumonia. He had been in the grain and implement business at Veedersburg, Ind., for

more than 50 years. His widow, two sons and a daughter survive him.

**ORMOND.**—On February 1, aged 49 years, William C. Ormond died at Toronto, Ont. He had been in the grain and flour exporting business there since 1905. His widow and two sons and a daughter survive him.

**SCRUBY.**—Pneumonia and heart disease caused the death on January 14 of H. P. Scruby. Mr. Scruby had been chief of the St. Joseph, Mo., branch of the

## FIRES—CASUALTIES

**Tower City, N. D.**—Fire destroyed the Farmers Equity Elevator.

**Cement, Okla.**—Fire destroyed Tony Brummage's elevator located here.

**Deerfield, Wis.**—Fire destroyed the feed mill of H. Weinberg located here.

**Corning, Iowa.**—Fire on January 3 destroyed the feed mill conducted by J. A. Petersen.

**De Peyster, N. Y.**—Fire destroyed with a loss of \$5,000, the feed store of Edgar E. Todd.

**Peoria, Ill.**—Fire damaged to the extent of \$1,000, the feed store of William Wurum recently.

**Atlanta, Ga.**—Fire damaged the property of the Cottongin Seed Company with a loss of \$12,000.

**St. Charles, Ill.**—Fire on January 18 destroyed the Gedd Feed Mill with a loss of feed and grain.

**Albee, S. D.**—Fire on January 9 destroyed the Farmers Elevator. The fire was of unknown origin.

**Middletown, Conn.**—A fire in the elevator of the Coles Company on January 17 did damage of \$2,500.

**Foster (Osseo p.o.), Wis.**—On January 7 the elevator of the Jones Bros. was damaged slightly by fire.

**Clovis, N. M.**—With a loss of \$2,500 the Smith Feed mill burned. The insurance of \$1,500 was carried.

**Fingal, N. D.**—Fire destroyed an elevator here owned by the Atlantic Elevator Company with a total loss of \$80,000.

**Sagamore, Pa.**—With a loss of \$35,000, the store of Evans & Tallin, dealers in general merchandise and flour, was damaged by fire.

**Decatur, Ill.**—The elevator operated by the Shellabarger Elevator Company at this point was totally destroyed by fire recently.

**Dallas, Texas.**—Fire destroyed with a loss of \$5,000 the feed warehouse of Mason Schepps. The loss is partly covered by insurance.

**Rustad, Minn.**—On January 18 T. H. Comer sustained a small damage loss when wind blew the elevator door off and did other damage.

**Clay Center, Kan.**—A small damage loss occurred recently in the elevator of the Williamson Milling Company. The cause was not reported.

**New Castle, Pa.**—Fire destroyed on January 1 the straw shed, hay shed and stables of the New Castle Feed Company with a loss of \$4,000.

**Winona, Minn.**—Fire destroyed with a loss of \$25,000, the elevator and coal shed of the Western Grain & Coal Company. The origin was unknown.

**Schenks Corners, near Madison, Wis.**—The feed mill and warehouse of the Saul Sinaiko Coal & Feed Company burned with a loss of \$25,000.

**Nevada, Iowa.**—Fire on January 9 damaged the office at the elevator of Thompto & Heiny and threatened for a time to destroy the elevator.

**Columbia, Pa.**—Fire destroyed the upper floors of the feed and flour storage of P. P. Brenneman. A quantity of the contents was damaged by water.

**Harlan, Iowa.**—A fire occurred in the oil power elevator of C. C. Rasmussen & Son on January 18 from a hot box. The extent of damage is not known.

**Worcester, Mass.**—Fire destroyed recently the grain storage building of F. D. Perry Company. It will be replaced with a new building costing \$50,000.

**Sharpe (mail to Halls Summit), Kan.**—Fire destroyed the warehouse and contents on January 12 of the Co-operative Elevator & Mercantile Company.

**Lapeer, Mich.**—A fire razed the elevator here owned by the Miller Bros. of Chicago and under

Missouri State Grain Inspection and Weighing Department. He was formerly a grain dealer at Chillicothe, Mo.

**SPAULDING.**—Arthur G. Spaulding died on January 30 from apoplexy. He was a wholesale and retail grain and flour dealer at Ludlow, Vt., but retired in 1921.

**STODDARD.**—Bela M. Stoddard died following a stroke of paralysis on January 30 at his home in Minonk, Ill. Mr. Stoddard was a pioneer of Illinois and for years had been in the grain business. Further details concerning his life are given in another portion of this issue.

**TILLEN.**—W. Ephraim Tillen killed himself in his home at Nashville, Tenn. Mr. Tillen was a feed merchant located at Nashville.

**WIESER.**—J. F. Wieser died recently at his home in Waco, Texas, after an illness of several weeks, aged 63 years. He was formerly general manager of the Waco Mill & Elevator Company.

the local management of John Stier of Hunter Creek, on January 29. The origin of the fire is unknown. All the machinery and three carloads of wheat was destroyed.

**Beulah, Mich.**—On January 22, fire started from a defective chimney on the elevator operated by the Co-operative Holding Company and did slight damage.

**Medina, N. D.**—The elevator of the Farmers Elevator Company located at this place was destroyed on January 27 by fire. The origin of which is unknown.

**Montreal, Que.**—A 60-foot grain elevator at the plant of Daoust, Ashby & Lussier was burned with a complete loss. The loss is partly covered by insurance.

**Beverly, Mass.**—With a loss of \$10,000, the old three-story frame building here part of which was used by the A. Dodge & Son Grain Company, was destroyed.

**Nickerson, Kan.**—Fire destroyed on February 1 the farm elevator of Peter Ditgen with 600 bushels corn and 300 bushels wheat. The origin of the fire is unknown.

**Rosebud, Mont.**—The Rosebud Mercantile Company, Inc., sustained a severe loss on January 28 when fire started in its elevator from some unknown cause.

**Wanda, Minn.**—Fire destroyed the Albert Spalding Elevator here on January 24. About 20,000 bushels of grain were in the elevator at the time and were destroyed.

**Lansing, Mich.**—The elevator operated by the Isbell-Brown Company was slightly damaged by fire on January 23. The cause of the fire was not determined.

**Arcanum, Ohio.**—A slight damage loss was sustained recently by M. M. & I. D. Smith when a fire started in their elevator due to fire in the blower box, which it is supposed was caused by hot bearings.

**Ayr, Neb.**—The elevator of the Ayr Grain & Supply Company here was completely destroyed by fire, the origin of which is unknown on January 24. The loss amounted to \$10,000. The elevator will be rebuilt it is said.

A voluntary petition in bankruptcy has been filed by the Oshkosh Seed Company of Oshkosh, Wis. Liabilities are \$62,061; assets, \$105,771.

A petition in bankruptcy has been filed by Amos G. Baker, a feed dealer of Beaver Dam, Wis. His liabilities are \$14,286.86 and assets, \$475.

A voluntary petition in bankruptcy has been filed by R. W. Wallace, a grain buyer located at Spokane, Wash. Liabilities are listed at \$19,714; assets, \$1,079.

The Halliday-Barndt Corporation, feed and grain dealers of Middletown, N. Y., has filed a voluntary petition in bankruptcy. Liabilities \$26,320; assets, \$2,893.

A petition in bankruptcy was filed not long ago by Louis Davenport, a feed and flour dealer operating at Memphis, Tenn. His liabilities are \$48,000; no assets.

With liabilities of \$118,871 and assets of \$214,996 of which \$26,400 are claimed to be exempt, William Grettum & Co., grain dealer at Duluth, Minn., filed a voluntary petition in bankruptcy.

William D. Stinson and Russell R. Stinson operating a grain business at Wells River, Vt., as Willard D. Stinson & Son have filed a voluntary petition in bankruptcy with liabilities of \$56,580 and assets of \$24,610.



# HAY, STRAW AND FEED

## FEDERAL HAY GRADES IN PHILADELPHIA

The Commercial Exchange of Philadelphia at its annual meeting adopted the Federal grades for hay, which became effective January 22. Arrangements have been made for a Federal hay inspector who will be available for making inspections at any time.

## CLOVERS FOR FEED

Clovers make excellent feed whether used as pasture, as hay, or as soiling crops. Because of the high protein content they are valuable for growing animals and a good supplement to corn. One ton of Clover hay, says the United States Department of Agriculture, has a feeding value for fattening animals equal to 1½ tons of Timothy hay, three-fourths ton of shelled corn, or two-thirds ton of wheat bran.

## HAY RECEIPTS LIGHT

In their letter of February 9, Albert Miller & Co. of Chicago, say: Best grades of Timothy in good demand with number one especially wanted. Lower grades where sound also now meeting a better demand.

All offerings of both Clover and grass mixed hay selling readily. Offerings light. Some outside inquiry for number one Clover.

Continued light receipts of tame hay bound to advance prices. If you would profit by next upturn in prices, ship now and consign.

## NEW METHOD FOR CURING HAY

A new method is being tried out in Switzerland for preserving hay, without drying it in the sun, which eliminates the possibility of damage by rain, and which is said to improve the quality of the hay inasmuch as there is no loss of nutrients during the curing process. The newly cut hay is placed on metal sheets in sheds of 400 cubic feet capacity. On top of the lot is placed another metal sheet and an electric current is established of from 200 to 500 volts and passed through the hay. This current is continued for several days and kills all microbes likely to cause deterioration of the hay.

## NEW LEGUME BEING TRIED HERE

Flowering Swedish Cocksfoot which has been raised very successfully in Sweden by Carl Engstrom, Eslof, Sweden, has been sold in some quantities to the United States for trial and is giving satisfaction. This Cocksfoot, which is about 10 days later than the ordinary Swedish or Danish product, ripens simultaneously with Red Clover and so secures the fullest advantages from both. It is tall growing, strong strawed with broad leaves, and is of satisfactory winter hardiness and resistance to disease. It is said to leave better and more abundant hay.

The Swedish company is at present growing about 15,000 kilos under special contract and is selling extensively in England, Germany and other European countries.

## SWEET CLOVER—PROFIT MAKER

"Sweet Clover is indeed a chosen crop," says Dr. H. L. Walster, of North Dakota, "peculiarly fitted to bring the great Northwest out of the bondage of one-crop farming." Biennial White Sweet Clover is a soil tiller, humus maker and nitrogen restorer. Sweet Clover, given a firm seed bed, naturally or artificially inoculated, will make a dense stand that will smother weeds. Plowed under, it furnishes a great fund of decaying vegetable matter, increasing the soil's ability to hold water.

The sturdy tap roots of the Sweet Clover, forcing their way many feet into the ground really deep till the soil, the decaying roots making channels for passage of air and water and causing the soils to warm up quicker in the spring. The shallower short roots permeate the top soil, furnishing humus and aiding in holding loose, drifting soils.

Sweet Clover is best followed by some cultivated crop. Sweet Clover may be used as green manure, pasture, hay, silage, seed or a combination of these uses. One three-ton crop of Sweet Clover restores enough nitrogen to the soil for at least a 40-bushel wheat crop, or two 20-bushel crops, and pays its own way while doing it.

Sweet Clover utilizes phosphates and potassium unavailable to other crops, and when turned back in easily used plant food forms through livestock, or plowing under the Clover, it makes an available supply of these items. However, the application of phosphate in some other manner as well is a profitable practice in most northwestern territory. Sweet

Clover is a lusty plant, asking but few favors and returning many. Its use marks a farmer who is mixing brains with muscle.

## LEGUMES FOR FERTILIZERS

It is well known that plants in order to grow must be supplied with nitrogen, either naturally or artificially, and the legume family including Alfalfa, Clover, beans, peas, vetches, etc., are equipped with nodules which are the homes of millions of minute bacteria which absorb the nitrogen from the air and convert it into food for the plant. A good stand and favorable growth of inoculated Alfalfa may add more than 100 pounds of nitrogen to an acre of soil each year, provided all manure from the Alfalfa hay is returned to the soil which grew it.

## GAIN IN ALFALFA ACREAGE IN 1923

"Do your Alfalfa seed shopping early" is the advice of Minnesota farm crops men at University Farm who have prepared a list of growers who have limited quantities of superior Grimm seed for sale. Prices are likely to be some higher later on, hence the desirability of laying in a stock when quotations are reasonable and the supply is fairly good. A noticeable impetus has been given Alfalfa growing in widely separated parts of Minnesota. The new county of Lake of the Woods in the far north will increase its Alfalfa growing area several hundred acres next year says H. C. Lende, county agent. Wadena County farmers, to the west, have pledged themselves to sow more than 500 acres to Alfalfa another year. Mille Lacs County farmers will do as well, says the agent for that county. Counties south and east are also getting the Alfalfa fever.

## FEED FOR A CARLOAD OF LIVESTOCK

The elevator man handling or manufacturing feeds will be interested in these figures compiled from investigations made by the United States Department of Agriculture as to how much feed it takes to fatten a carload of cattle, hogs or sheep.

Six hundred bushels of corn and 17 tons of hay will fatten 250 lambs weighing 55 pounds each and make them weigh 80 pounds. This will make 1 double-deck carload.

Four hundred and fifty bushels of corn and 2,750 pounds of tankage or fish meal will fatten 70 hogs averaging 100 pounds, to 200 pounds, making 1 carload.

One thousand one hundred bushels of corn, 10 tons of Alfalfa hay, and 5 tons of straw will fatten 20 steers averaging 850 pounds making them gain 325 pounds each in 180 days. This is an average carload.

## ST. LOUIS HAY TRADE

BY S. F. LARRIMORE

While receipts of hay in St. Louis during the early part of February have been rather light and there is some improvement noted in the demand, the trade is well filled up with hay and there is some hay carried over unsold on team tracks, being mainly Clover, Clover Mixed, and off grades of Timothy. Also considerable No. 2 and lower grades of Alfalfa remain unsold at the time of writing. The cold weather prevailing at the present time in St. Louis is having a tendency to improve the general demand for all kinds of hay and, with the light receipts, we should see an improvement all along the line. The Timothy market is steady under moderate receipts with a fair local demand for the better grades. Lower grades are dull. Light Clover Mixed hay is steady on good. No. 1 Light Mixed which is selling fairly well. The low grades are quiet and slow. Heavy Clover Mixed is dull with limited demand and moderate offerings. Pure Clover hay continues dull. Good No. 1 is in demand but No. 2 and the lower grades are dull and in liberal supply. The Prairie hay market is quiet but steady, with a fairly good demand for the better grades.

The lower grades of practically all kinds of hay are dull and have very little demand. The best grades are selling fairly well. The Alfalfa situation during the past three weeks has been rather depressed, due to increased receipts and a limited demand. The better grades of Alfalfa, Soft Leafy Hay, suitable for the dairy trade has ruled quiet but steady, there being a fair demand for this quality. The market has been over supplied on the medium grades, however, as these grades come in direct competition with Clover hay for feeding purposes, and Clover hay has declined on the local market. The milling demand has been very light, Alfalfa meal showing a heavy decline in the past

month, and the feeding demand from the South very light. With continued cold weather it is expected that the demand for all grades of hay will increase considerably.

## HAY MARKET AT KANSAS CITY

BY B. S. BROWN

The hay market at Kansas City is showing signs of strength and dealers feel that the trade has reached the turn of the road. According to J. A. Brubaker of J. A. Brubaker & Co., Alfalfa prices have reached bottom, and he looks for an advance. Prairie hay advanced 50 cents to \$1 in the past month, and better grades of all classes are finding a ready outlet. Straw also showed a 50 cents advance.

Receipts at Kansas City in January totaled 3,854 cars, compared with 2,033 cars in January, last year, and 3,137 cars two years ago. The five-year average at Kansas City for January is 3,584 cars. Receipts are still considered light for the market.

Nominal quotations for hay at Kansas City range about as follows: Prairie No. 1 \$12.50@14; No. 2, \$11@12; No. 3 \$9@10.50; packing \$7.50@8.50. Alfalfa, select dairy, \$26@28.50; choice, \$24@25.50; No. 1, \$22@23.50; standard, \$17.50@21.50; No. 2, \$15@17; No. 3, \$13@14.50. Timothy, No. 1, \$15.50@16; standard, \$14@15; No. 2, \$12.50@13.50; No. 3, \$10@12. Clover Mixed, light, \$15.50@16.50; No. 1, \$13@15; No. 2, \$9.50@12.50. Clover, No. 1, \$15@16; No. 2, \$12@14.50. Straw, \$6.50@7.

## CLOVER SHOWS STRENGTH

"Clover seed market ruled higher this week," say Southworth & Co., of Toledo, in their letter for the week ending February 10. "Good support is in evidence on moderate setbacks. Some profit taking and fresh hedging pressure on bulges. Cash seed still commanding a premium over the nearby futures. Holders of cash seed are not worrying. Spring demand is ahead. Dealers report demand rather spasmodic. Some think high prices will cause farmers to buy late. Judged by recent years March and April will see increased action. Last three years the largest shipments have been during March. Brisk demand could easily cause liberal reduction of stocks on hand. Some demand for April at over \$1 discount under February and March. October Clover ruled sharply higher on light trade and offerings. Shipments exceeded receipts this week totaling 2340 bags. Receipts 1899 bags. Total receipts season to date 37901 compared with 29753 bags last year.

A large French dealer writes: "In France the market is calm and slight decline is shown, particularly upon the average qualities. It is consecutive to the little demand and owing to the political events, also the instability of exchange. Nevertheless it is confirmed that the stocks are very poor and at the first demand an advance will be shown."

"Both Alsike and Timothy ruled firm during the week, with trade inactive. Cash demand is slow, with speculative trade light. Receipts Alsike this week 83 bags. Shipments 119. Receipts of Timothy 128 bags. Shipments 534. New York reports exports 39 bags Alsike and 700 bags Timothy."

## SWEET CLOVER SEEN AS GOOD FORAGE CROP

"Recently in Pipestone County," says W. L. Cavert, of the University of Minnesota, agricultural extension division, "I observed a herd of cattle that were carrying an unusual amount of flesh for cattle that had had no feed except pasture, while on neighboring farms most of the cattle were in rather moderate flesh. When the owner of these cattle was asked the reason he led me to a Sweet Clover pasture. 'These 25 acres of Sweet Clover are the reason,' he said. 'These 25 acres of pasture have carried 35 animals throughout the season and I never had my livestock in such good condition at the end of the season. With the ordinary native pasture, it ordinarily takes about two acres to carry one animal. I intend to use Sweet Clover pasture almost entirely in the future.'

"The foregoing is typical of the experience of farmers here and there throughout western Minnesota who have been using Sweet Clover for pasture the last year or two. Occasionally a farmer says he has had difficulty in getting his animals to eat it at the start, but we have heard of no case where there was any trouble when the cattle were turned on the Sweet Clover early in the spring before the other grasses had made a good start.

"Sweet Clover, contrary to popular belief, requires an abundant supply of lime in the soil and should be seeded only in those localities where Alfalfa is known to thrive without lime. However, it stands wet feet better than Alfalfa. In general, the soils of western Minnesota have an abundance of lime, and farmers in that section who have not tried Sweet Clover for pasture would do well to try a few acres the coming year. It may be seeded with small grain the same as other Clover and grasses. About 18 pounds of unscarified seed should be used per acre while 12 pounds of the scarified is sufficient.

"If it is desired to pasture the Sweet Clover more than one year it is well to keep in mind that Sweet



Clover is a biennial, or two-year plant, the same as Red Clover. However, we have seen several Sweet Clover pastures that have given good results for three or four years in succession. It is almost impossible to pasture the Sweet Clover so closely that it does not seed rather freely, so that if one starts with unscarified seed he has a continuous crop of new plants that will replace those that die out.

"An added advantage to Sweet Clover pasture is that the price of seed is the cheapest of any of the Clovers. There are two varieties of biennial Sweet Clover—the white blossom and yellow blossom. The white blossom is the stronger growing variety and seems to be generally preferred."

#### FEEDINGSTUFFS DEFINITIONS

General definitions for feedingstuffs adopted by the Association of Feed Control Officials of the United States are:

Meal is a clean, sound, ground product of the entire grain, cereal or seed which it purports to represent.

Chop is a ground or chopped feed composed of one or more different cereals or by-products thereof. If it bears a name descriptive of the kind of cereals, it must be made exclusively of the entire grains of those cereals.

Ear corn chops, is corn and cob, chopped, without the husk, with not a greater proportion of cob than occurs in the ear corn in its natural state.

Head chops, consists of the entire head of the grain sorghums, chopped, and should bear the name of the sorghum from which it is made. This includes among others, Kaffir head chops, milo head chops, feterita head chops, and sorghum head chops.

Head stems consists of the head of the grain sorghums, from which the grain has been removed, and should bear the name of the sorghum from which it is made.

Chopped Alfalfa is the entire Alfalfa hay, chopped and not ground finely enough to become a meal. It must not contain an admixture of Alfalfa straw or other foreign material.

Alfalfa meal is the entire Alfalfa hay ground and does not contain an admixture of ground Alfalfa straw or other foreign materials.

#### HAY QUIET IN NEW YORK

BY C. K. TRAFFON

Taken as a whole the general conditions in the hay trade during the month were exceedingly unsatisfactory. It is true, of course, that buyers have continued to maintain the upper hand, and therefore much of the dissatisfaction has originated among the selling element. Bluntly speaking, receivers and distributors have had ample room for dissatisfaction as they found it almost impossible to make noteworthy sales even though they were frequently selling at material concessions on cost. To the casual observer this was somewhat puzzling, as receipts have been almost invariably moderate or small.

Even the buying element has had little cause for elation. Concretely this means that trade among local dealers, small distributors, etc., has been far too limited in volume to warrant any noteworthy degree of enthusiasm. It has appeared evident that the demand from consumers has been lifeless much of the time, and it would seem probable that feeding to horses had been on a small scale. Perhaps this could be attributed to the fact that few horses were being employed, partly as a result of the great difficulty experienced in hauling on account of the bad condition of the streets, which were frequently almost impassable because of the abundance of snow or ice.

Still horses must be fed even though they are standing idle, and furthermore it will be argued that a horse consumes more hay and less oats than other high priced feeds when he is unemployed. Obviously it is a peculiar problem difficult of solution. Practically all of the time the weakness was partly traceable in common and inferior grades, but more especially in low grades of heavy Clover, which have seemed almost unsalable at any price.

Late in the month there was a noticeable change for the better as buyers were in larger attendance and manifesting slightly more interest, but more particularly in choice Timothy and Light Clover Mixed, in large bales. These were offered in sparing manner partly because receipts have diminished. It was stated in explanation that shipments from the interior had become lighter partly because of the unwillingness of farmers and country shippers to accept the low bids. Furthermore shipments had been cut down by the great difficulty of hauling consequent upon the heavy snow fall. On top of this advices from some interior points indicated that the supply of box cars had become meager. Because of the facts described many receivers had manifested little willingness to sell and had raised their quotations.

At the beginning of the month trading in straw was lifeless and values were doubtful, but there were no signs of weakness because receipts were light. Subsequently the demand for choice or No. 1 Rye, improved, which was traceable in part to the arrival of decidedly cool and stormy weather. Fur-

thermore receipts have been surprisingly insignificant, and therefore it was said that stocks were reduced to a low plane.

In a broad sense there have been almost no changes of importance in the market for Alfalfa feed. There has been a steady but moderate business of a routine character, nothing large in volume, but just sufficient inquiry to keep prices about unchanges with supplies generally equal to requirements.

#### NEW FEED BRANDS

"BULKY-LAS" dairy feed. Ralston Purina Company, St. Louis, Mo. Filed August 28, 1922. Serial No. 168,787. Published January 16, 1923.

"H-O STEAM-COOKED CHICK FEED" bird and poultry feed. The H-O Cereal Company, Inc., Buffalo, N. Y. Filed February 4, 1922. Serial No. 158,867. Published and registered January 23, 1923.

"LIFE SAVER" bird and poultry feeds. The H-O Cereal Company, Inc., Buffalo, N. Y. Filed May 29, 1922. Serial No. 164,643. Published January 30, 1923.

"ECONOMY" stock and poultry feed. M. C. Peters Mill Company, Omaha, Neb. Filed July 1, 1921. Serial No. 149,929. Published January 30, 1923.

"STANDARD EGG SHELL MAKER" poultry food. The Standard Lime & Stone Company, Martinsburg, W. Va., and Baltimore, Md. Filed March 7, 1922. Serial No. 160,305. Published February 6, 1923.

"GEE HAW" feed for oxen. The Sturges Company, Meridian, Miss. Filed August 10, 1922. Serial No. 168,076. Published February 6, 1923.

"WHITE LIGHTNING" horse and mule feed, cow feed, cattle feed, and poultry feed. The Sturges Com-



**WHITE LIGHTNING  
ECONOMY**

**H-O STEAM-COOKED  
CHICK FEED**  
*Saves the Lives of Baby Chicks*

**Life-Saver**

**BULKY-LAS  
GEE HAW**

pany, Meridian, Miss. Filed August 10, 1922. Serial No. 168,077. Published February 6, 1923.

#### Trademarks Registered

163,619. Chicken food. Ryde & Co., Chicago, Ill. Filed February 3, 1922. Serial No. 158,837. Published October 10, 1922. Registered January 23, 1923.

163,630. Dairy feed and scratch feed. The Sugarine Company, Inc., Owensboro, Ky. Filed February 1, 1922. Serial No. 158,732. Published October 10, 1922. Registered January 23, 1923.

163,695. Food for chickens, ducks, turkeys, geese, pigeons, birds and fowl. Pratt Food Company, Philadelphia, Pa. Filed December 6, 1921. Serial No. 156,338. Published October 17, 1922. Registered January 23, 1923.

#### Labels Registered

25,549.—Title: "The Park & Pollard Company 'Lay or Bust' Poultry Feeds." (For Poultry Feeds.) The Park & Pollard Company, Boston, Mass. Filed December 21, 1922. Registered February 6, 1923.

25,550.—Title: "The Park & Pollard Company Bonnie Booster Chick Feed." (For Poultry Food.) The Park & Pollard Company, Boston, Mass. Filed December 22, 1922. Registered February 6, 1923.

Frank Mallory's interest in the City Feed Store at Paris, Mo., has been purchased by Roy Post.

Perkins & Son who have conducted a feed business at Medford, Wis., have retired from business.

A feed and flour business is now being conducted at Port Clinton, Ohio, by James and John Lungard.

A wholesale feed and flour business has been opened at Pawnee, Okla., by H. E. Benefiel of Garber.

The Emmett Feed Mills, Emmett, Idaho, were purchased from James Kinzer by Howland & Walters.

The R. D. Taylor Feed & Supply Company has purchased the business of Bush & Pritchard at Ashland, Ky.

E. J. Crane has bought the feed and flour business which Ira S. Hawks has been conducting at Dorchester, Wis.

Walter B. Hurd has bought from the Ansonia Flour & Grain Company, the Shelton Feed Store at Shelton, Conn.

Capitalized at \$25,000, the Allison Coal & Feed Company has been incorporated at Mason City, Iowa, to handle grain, flour, feed, etc. C. B. Howe, H. W. Potter, D. G. Rickey and G. L. Allison are interested.

To deal in feed, flour and groceries, the Peerless Trading Company has been incorporated at

Clairfield, Pa., capitalized at \$50,000. James Kerr, Randall Brubaker and Clarence E. Whitney are interested.

Chester Perkins purchased not long ago a feed store at Little Black, Wis., and will conduct a feed business there.

Homer Martin and Elmer Cole have sold the Central Flour & Feed Store at Hartford City, Ind., to C. J. M. Lieber.

The feed mill and flour and feed warehouse of C. A. Tofte at Stoughton, Wis., have been sold by him to Willis Johnson.

Wallace Oliver and J. M. Scott have opened the Van Buren Feed & Produce Company at Van Buren, Ark., for business.

The interest of W. H. Davis in the flour and feed firm of Scanlon & Davis at Tulsa, Okla., has been purchased by J. F. Scanlon.

The Saemann Zeigler Company, feed and flour dealers of Adell, Wis., has changed its name to the Saemann Milling Company.

The feed, seed, coal and salt business of F. E. Arnold & Son at Brodhead, Wis., has been purchased by Chester A. Gempeler.

The capital stock of the Southington Lumber & Feed Company of Southington, Conn., has been increased from \$25,000 to \$75,000.

An interest in the McCandless Feed Store at Antigo, Wis., has been purchased by F. W. Othersall. He will operate as Othersall & Sorenson.

To conduct a feed and grocery business, the B. T. Lennon Sons Company was incorporated at Pawtucket, R. I. Its capital stock is \$50,000.

The capital stock of the Garrison Milling Company, feed manufacturers at Oklahoma City, Okla., has been increased from \$10,000 to \$100,000.

Agnew & Woods of Ada, Okla., have enlarged their feed mill, and will handle a line of poultry and other feeds. A \$2,000 warehouse is being erected.

A charter has been granted the Saf-To-Feed Company of Milwaukee, Wis. The incorporators are George H. Maas, Edward B. Lemon and Leopold Karger.

To conduct a coal, feed, building, material, etc., business, the James McCarty Company has been incorporated at Carthage, Ill. Its capital stock is \$60,000.

George R. Burton is president, J. G. Hanks, vice-president, and J. H. Rogers secretary of the recently organized Burton-Hanks Feed Company of Birmingham, Ala.

The Spokane Feed & Fuel Company of Spokane, Wash., is planning on the erection of a two-story office building, either of frame or concrete construction.

A new feed mill, driven by a 25-horsepower motor and with hourly capacity of 60 bags, has been installed by the Kewaunee Grain Company of Kewaunee, Wis.

Under the name of the City Feed Store, W. P. Akin will conduct a feed business at Salisaw, Okla. Lloyd R. Havens is to conduct a feed business at Tulsa, Okla.

A feed and flour business, wholesale and retail, is to be conducted at Hillsdale, Barron County, Wis., by O. W. Holman, who will also open a custom feed mill there.

G. W. Ethridge, A. R. Ethridge, F. H. Doht, A. J. Follerts and M. M. Hawkins have incorporated at Peoria, Ill., as the Tri Use Feed & Supply Company. Its capital stock is \$25,000.

C. W. Mollett, H. H. Fry, O. W. Randolph, W. L. Mollett and E. D. Bloom have incorporated at Toledo, Ohio, as the Hygenic Feed Products Company. Its capital stock is \$25,000.

The feed store and business of George Westervelt at Fairbury, Ill., has been purchased by Van-nice, Roberts & Co., who own a feed, flour and poultry business at Pontiac, Ill.

To deal in feed, flour, produce, livestock, etc., the Kamper Bros. Inc., were incorporated at Franks-ville, Wis. The incorporators are Ray S. and Irwin A. Kamper and Lawrence Larson.

A. W. Kern, G. E. Boltz, Horace M. Kidd, Fred Schneider, and C. C. Maurer have incorporated at New Philadelphia, Ohio, as the Goshen Feed & Supply Company. Its capital stock is \$20,000.

The recently incorporated Russellville Flour & Feed Company of Russellville, Ind., will conduct a grain elevator and flour mill and is capitalized at \$25,000. The directors are B. F., George C. and O. L. Hargrave.

William Stoddard has bought the mill and feed business of Mrs. Isabelle Stoddard at San Mateo. Mr. Stoddard is an experienced feed man and at one time was with the Portland Flour Mills Company at San Francisco, Cal.

Joe Peterson is now associated with his brother F. M. Peterson in the feed and implement business which the latter has been conducting at Buffalo, Minn.; hereafter the business will be operated as the Peterson Feed & Implement Company.



# COAL

## URGES USE OF "WASTE FUELS"

In view of the decreasing supply and the increasing cost of high grade fuels, the different utilization of fuels of low grade, including what are known as "waste fuels," is becoming a problem of major importance to many industries and to the commercial progress of the nation, states the Bureau of Mines. Important sources of "waste fuel" enumerated by David Moffat Myers, consulting engineer of the bureau, include sawdust, shavings, scraps, edgings, tanbark, wood-extract chips, paper-mill refuse, bagasse or spent sugar cane, and city refuse.

## COAL AGREEMENT REACHED

An agreement was made in January at a meeting of delegates representing the United Mine Workers of America and Illinois, Indiana and part of Ohio mine operators, employing union labor, which eliminates any danger of a strike April 1. The agreement was to continue work on the present basis during the year beginning April 1, 1923. The provisions are: 1. Extension of the present scale of \$7.50 per eight hours for day work and \$1.08 per ton for contract miners. 2. The contract to be of one year's duration instead of two years, as the union had sought. 3. Establishment by districts, according to local conditions in outlying fields, of differentials from the basic scale, as well as district settlement of local disputes over working rules, terms, and conditions of employment, payment for "deadwork," tools, explosives, etc.

## FIRST REPORT OF THE COAL COMMISSION

The United States Coal Commission has rendered its first report to Congress. Inasmuch as it is the result of a little less than three months work, only a preliminary survey of the industry could be made. The report is really an analysis of general conditions. Some of the outstanding conclusions in it are:

"There can be no permanent peace in the coal industry until conditions of overdevelopment in the mines and of a surplus of miners are removed. There can be no agreement as to wage rates unless steadier employment is provided. There can be no solution of our transportation problem as long as the railways are subjected to sudden peak loads of coal traffic at the season when the demands of agriculture and industry are at their height, and no solution of our coal problem that does not recognize the community of interest between coal and transportation. Much may be done to overcome irregular demand, to stabilize the industry and to reduce the price of coal to the consumer by encouraging the storage of coal."

The Commission has now completed an extensive organization and a study is being made of the undisputed underlying facts of the situation as well as the information to be gleaned from the activities of other Federal agencies.

## COAL PANIC AVERTED

Hopeful signs for the coal business are seen in the signing of the wage agreement between the operators and miners, says an editorial in a commerce report of the Department of Commerce, said to have been written by Secretary Hoover. The editorial, captioned "Danger of Coal Panic Past," says:

"The United States appears to have effectually passed the point where there is any danger of a coal panic as the result of short coal deliveries. The stoppage in coal production for nearly five and one-half months during the summer of 1922 threw a great burden upon the Government in securing such distribution of coal as would maintain the industries and commerce of the country intact.

"Although approximately 60 per cent of the country's bituminous mines were closed during the period of the strike, the campaign carried on by the Department of Commerce prior to the coal strike in securing the upbuilding of national stocks to the unprecedented sum of nearly 85,000,000 tons, together with the measures taken for control of distribution subsequent to the strike, have enabled us to weather the difficulties successfully.

"The price of spot bituminous coal at the mines has averaged \$4.16 per ton since the beginning of the strike on April 1, 1922. This compares favorably with an average of \$5.64 per ton for spot coal for the year 1920, when there was no stoppage of production and when the output was less than 2 per cent below the maximum of any previous year.

"During the year 1922 we have had to face both a shortage of transportation and a tremendous stop-

page of production, yet there has been less crippling of industry, with respect to both coal distribution and price, than on the previous occasion.

"The signing of the new wage agreement and its effect on labor afford a safeguard against any further stoppage in production for another year, and the stability that will thus be created will contribute materially to a renewal of competitive conditions."

## LABOR EATS PROFITS

Labor costs for the production of hard coal are entirely out of proportion and are largely responsible for the excessive prices now obtaining, says S. D. Warriner, president of the Lehigh Coal & Navigation Company in a recent article appearing in *Mining and Metallurgy*, the official organ of the American Institute of Mining and Metallurgical Engineers.

"The prices for the domestic sizes of anthracite since September 1, 1920, when the President's commission handed down its award, have ranged from \$7.75 to \$8.10 per gross ton, f. o. b. mines," he writes. "When these figures are compared with the total cost as shown above, it would seem that the gross margin on the mining operations is from \$2 to \$2.25 a ton.

"It must be remembered, however, that anthracite as it comes from the breaker is not all egg, stove and nut coal. Approximately 11 per cent of the total output consists of pea coal that sells at little if any above the production cost, and of from 25 to 30 per cent of so-called steam sizes that sell at less than the labor cost alone.

"Taking the 100 tons of anthracite of various sizes on which the average realization of \$6.28 a gross ton, as a basis, can be used, we have as the mine cost of, say, a ton of stove coal, \$7.40, of which \$5.30 is for labor. Remember this is the allocated actual cost—and that against the \$5.30 allocated labor cost for stove coal must be set that of \$2.29 for buckwheat, \$1.64 for rice and 98 cents for barley.

"Such a method of arriving at the cost is necessary, however, if anything like an understanding is to be had on what enters into the price of the coal which the consumer pays to his dealer. With this before us, we can show approximately what are the factors entering into the consumer's price say, in New York City."

## SOME GOOD ADVICE

Some good advice was recently made public by Fuel Administrator F. R. Wadleigh regarding the use of anthracite, which coal handlers would do well to pass along to their customers. Mr. Wadleigh said that a quite definite increase in the amount of heat produced from a given amount of coal could be secured by the proper combustion methods. He said, in part:

"Many furnaces or boilers are operated in a haphazard way—drafts are opened or coal is put on when the house becomes cool, and then the fire is allowed to burn rapidly until either the rooms are too warm or the fuel bed is burned down too far to kindle properly a new charge of coal. Such firing is always wasteful.

"Attend to the fire regularly, do not wait until it has burned low and heat is needed throughout the house. Often the need can be anticipated and by attention at the proper time trouble can be avoided. In addition, economy of fuel is more likely to be obtained by fairly uniform rates of burning than by attempting to supply a large amount of heat in a short period and then suddenly checking the fire.

"Let the size of the coal fired be as nearly uniform as possible. Using coal of uneven size prevents an even flow of air through the fuel bed and increases the tendency of the fire to burn through in spots.

"Try to keep the fuel bed free from air holes, as they cause waste of fuel and may prevent the heater from maintaining the desired temperature.

"Avoid excessive shaking of the grates and thus reduce the amount of coal lost by falling into the ash pit. Ordinarily, the shaking of the grates should be stopped as soon as bright particles begin to drop through, or under some conditions, as soon as light from the fuel bed shows in the ash pit.

"When the demand for heat is urgent or the fire must be built up quickly, keep the fuel bed uniformly thick, but not too thick, using the coarser part of the coal and all the draft available. Air will then flow freely through the entire fuel bed and burn the coal at a maximum rate. Under such conditions the firings should be made at frequent intervals and small charges used, so that the fresh

fuel will only for a short time chill the temperature of the fire pot. When heavy firings are made the fresh fuel not only increases the resistance to flow of air through the fuel bed, so that the rate of combustion is lowered, but it acts as a cold blanket to screen the heating surfaces from the radiant heat of the fuel bed.

"In mild weather it is well to leave on the grate a layer of ashes under the active fuel bed. This later will increase the resistance to the flow of air through the fuel bed and facilitates the maintenance of the low rate of combustion required in such weather, also it will cut off some of the grate surface.

"Clunkers should be kept worked out of the fuel bed, for they obstruct the flow of air through it, clog the grates, and may break the parts of shaking grates.

"Keep heating surfaces, or flues as they are sometimes called if the heater be a boiler, swept clean so that they will readily absorb heat. Soot cuts down the heat-absorbing power of any heating surface very rapidly, and therefore should not be allowed to accumulate. Do not allow ashes to pile up under the grates in the ash pit, for they will seal off the air from part of the grate surface and may cause the grate bars to be burned and warped."

## COAL COMMISSION TO CONTINUE UNTIL 1924

It is generally expected that the life of the United States Coal Commission will be extended to December 31, instead of September 22, as previously designated. Members of the commission have declared more time would be a big help in straightening out running details that are expected to continue and require attention after the report is issued.

John Hays Hammond, chairman of the Commission said that his aim is to bring about a reduction in the cost of coal. Placing the industry on a more stable basis will help, he says.

"Lower coal prices is the cry of the land and our work primarily is to find a way to cheaper prices," he said. "The Commission is devoting the facts and they tend to show some of the reasons for high coal prices include the seasonal character of coal mining, lack of storage facilities at the mine pits, car shortage at certain periods, wide wage differentials between union and non-union miners, and different working conditions in the unionized and non-unionized mines. We are attempting to stabilize the industry and if we succeed it will mean cheaper coal."

The Commission has asked Congress for \$400,000 additional funds, Chairman Hammond said in order to carry on its investigation that already has extended into 9,000 coal mines.

The Commission is doing its utmost to induce railroads to buy coal for storage, Mr. Hammond declares. The carriers are being urged not to take advantage of commandeering coal when necessity arises and the Interstate Commerce Commission has been called upon to aid in advising the roads to create reserve stocks.

Chairman Hammond said the Commission is trying to develop a spirit of co-operation between the coal operators and miners and added that the work along this line is working out satisfactorily.

The Hunt Feed & Coal Company at Cripple Creek, Colo., has been purchased by the Colorado Trading & Transfer Company.

A coal storage shed has been erected at Ipswich, S. D., for the Empire Elevator Company. The company will handle coal as a sideline.

The retail coal and grain business of the Huron Equity Exchange at Huron, S. D., has been taken over by the Huron Grain & Coal Company.

The business of E. M. Ritter & Sons at Bellefontaine, Ohio, has been taken over by the recently incorporated Consumers Coal & Hay Company.

The retail coal and grain business of J. R. Shaw & Co., at Jett, Ky., has been purchased by E. P. Harvey who has assumed active management of the business.

A. B. Lidster, Elmer Phipps, and O. B. Scott have incorporated at Mattoon, Ill., as the Producers Grain Company, to deal in fuel, farm implements, grain and feed.

The Bismarck Grain Company has been organized by R. I. Barton and M. A. Current at Bismarck, Ill., and has taken over the coal and grain business of Young & Wood.

E. R. Gebby has bought John Kinnan and D. C. Keller's interests in the firm of Keller, Gebby & Kinnan at Bellefontaine, Ohio, and will continue to deal in coal and grain in his own name.

To deal in fuel, livestock, grain, feed, and hay, the Farmers Warehouse Company has been incorporated at Enterprise, Ore. L. W. Riley, C. A. Riley and W. E. Daggett are the incorporators.

To deal in grain, seed and fuel, the Evans Elevator Company has been incorporated at Decatur, Ill. Capital stock is \$50,000. Frank L. Evans, R. R. Carroll, H. L. Legrand and R. C. Roberts are interested.



## FIELD SEEDS

## FINDS ALFALFA SEED PROFITABLE

A dozen carloads of Alfalfa seed were produced in Monroe County, Michigan during 1922, making that county one of the leading Alfalfa seed producing counties in the country. Practically all of the seed produced there can be traced back 37 years to the original strain grown by Clement Le Beau. Alfalfa seed has for three years been produced by Monroe County farmers on a commercial scale and the favorable 1921 market resulted in a large crop this year.

## SEED BILL IN KANSAS

A new pure seed bill has been introduced in the Kansas legislature by Representative Rude of Shawnee. In addition to providing for pure grain and grass seeds, Rude's bill covers all other varieties of seeds, including flower and vegetable seeds, bulbs, sweet and Irish potatoes and nearly every other form of vegetation shipped into the state for planting purposes.

Representative Rude's bill proposes to end the tendency which he says other states have had to dump their inferior seeds and plants of various sorts into Kansas.

MAKING HEADWAY IN PAYMENT OF  
LOANS

Federal seed loans in the state of Montana to the amount of \$1,400,000 have been paid in by Montana farmers and ranchers since last September, reducing the amount outstanding to \$1,600,000. Much of this amount, says D. W. Jones, Jr., Federal seed loan collector for the Great Falls district, covered loans issued during 1921 which the farmers were unable to repay in that year because of the poor crop conditions.

Montana farmers have repaid 31 per cent of their loans; Washington, 41 per cent; Idaho, 73 per cent; North Dakota, 39 per cent and South Dakota 55 per cent.

## CERTIFICATION OF SEED IN UTAH

The Utah State Department of Agriculture and the Extension Division of the Utah Agricultural College have undertaken to arrange certain standards for the certification of Alfalfa seed. A conference committee has been appointed from the two organizations to co-ordinate the field work of those two bodies.

The committee has come to the conclusion that the certifying of seeds might be extended to several new crops other than potatoes and grains, as it is limited at the present time, if the legislature should make provision of a seed laboratory and the employment of a seed analyst at the college. The field certification work would be carried on jointly by college and department.

The conference committee agreed to recommend to the Board of Agriculture and the college the endorsement of the proposed law providing for dividing the state into agricultural districts to be presided over by an inspector. Existing laws were gone over in detail with a view to making them conform to this new provision and to changing the name of the crops pests bureau to the state Bureau of Plant Industry.

HEAVY SEED SEASON ON AT KANSAS  
CITY

BY B. S. BROWN

Handlers of field seeds at Kansas City generally look for a big season this year. Ordinarily the buying by farmers does not begin until after February 15, but already many inquiries are reported by dealers. The steadier markets of the last year have stimulated farmers to spend money again for seed. Supplies of seed are reported sufficient by Glenn Harnden of the Harnden Seed Company. Prices are firm. Carlot quotations for seed on track at Kansas City as reported by local dealers are as follow:

Flaxseed, per bushel, \$2.50@2.52½; blue grass, per cwt., resale, \$15@30; Alfalfa, per cwt., nominally \$10@16; Timothy, per cwt., nominally \$4.50@6.50; Sweet Clover, per cwt., hulled \$9.50@11.50; unhulled, \$4@7; Red Clover, per cwt., nominally \$14@18; Sudan, per cwt., nominally \$7.50@10; Millet, per cwt., common, \$22.50; German, \$2.50@2.75; Cane, per cwt., black and red amber and orange, \$2.50@3; red top, \$3.50@4; Broom corn, (per ton), fancy whisk, \$500; fancy hurl, \$480@500; Choice, self-working, standard \$450@480; Medium standard, \$410@440; Medium Oklahoma dwarf, self-working, \$350@380; Common Oklahoma, self-working, \$330@350.

A. L. Burri has succeeded W. A. Duncan in the

seed business at 537 Main street, Kansas City and the name of the firm has been changed from the W. A. Duncan Seed Company to the Midwest Seed Company.

ELIMINATION OF INFERIOR SEEDS  
PROGRESSING

Wisconsin seed dealers are not only obeying the letter of the pure seed law of their state but are also obeying the spirit of the law for of 28,766 samples tested during the past eight years only 793 have been condemned by the Department of Agriculture, says C. P. Norgord, commissioner of agriculture. The farmers of that state are saved thousands of dollars annually through the inspection of commercial seeds and fertilizers by the Department of Agriculture.

Mr. Norgord said that by making it necessary for the manufacturer or dealer in fertilizers and seeds to license these products before placing them on the market and by checking them up by inspectors, the state protects the farmer against fraud and deception.

"Noxious weeds are a distinct menace to the prosperity of Wisconsin," declares Mr. Norgord. "For years they have been neglected until they have taken possession of many farms and spread until they threaten to overrun the state unless drastic measures are taken to prevent their spread. The problem of the department is one of education. Neglect on the part of the farmers has been due to lack of appreciation of the seriousness of the problem and also of the best method of control."

## NEW SEED TRADEMARK

The following new seed trademark was published in a January, 1923 issue of the *Official Gazette*: "Pax" grass seeds, field seeds and garden seeds. The Colorado Milling & Elevator Company, Denver, Colo.,

PAX

and also doing business as The Eaton Flour Mills, Eaton, Colo., and as the Pacific Seed House, Salt Lake City, Utah. Filed June 30, 1922. Serial No. 166,288.

## THE MILWAUKEE SEED MARKET

BY C. O. SKINROOD

The seed dealers and handlers of Milwaukee have compiled their own report on shipments and receipts for the past month in the various lines. This is the first time that a comprehensive trade showing has been made, the figures representing the actual receipts and shipments as compiled by all the leading handlers.

This statement shows that Clover seed receipts for the past month were 2,136,203 pounds, while the shipments were even larger at 2,462,119 pounds. These figures are about double the receipts and shipments as compiled formerly from the railroad reports by the Chamber of Commerce. The receipts of Timothy seed for the past month were given at 765,991 pounds as compared with shipments of 1,018,947 pounds. Shipments were therefore about 50 per cent larger than the receipts. Since the report on seed receipts and shipments was just compiled in this way for the first time, there is no comparative data available to show the condition a year ago.

The Courteen Seed Company reports that the seed trade in the month of January was a little disappointing. Apparently there was an ultra-conservative feeling in the market which was based perhaps on the experiences in the seed trade in the last two years. Now, however, for the first two weeks in February the trade in seeds has been very much improved and the prospects are for a seed trade of very large proportions.

A firm market is looked for by the Courteen Seed Company, with the possibilities of advances. There is not one chance in a hundred that there will be a decline in the season of the largest demand, but the belief is that with only a moderate supply of seed in most lines and with an eager demand, there will be very little carry-over, perhaps the smallest in a number of years.

Utah has proved one of the best sources of Alfalfa seed this year, the Courteen company says, and this has helped materially to supply the demands from the trade. Part of the demand as usual is also being supplied by the Argentine ship-

ments. The northern buyers apparently prefer the domestic Alfalfa because of its hardy and growing qualities, while the southern buyers, and especially south central states are able to get along with the cheaper imported seed.

The Courteen company quotes the Red Clover at wholesale in car lots at \$20 to \$22, the Alsike is quoted with a range of \$14 to \$17, the Sweet Clover ranges for the most part from \$10 to \$11 and Alfalfa rules from \$18 to \$20. The Timothy market is quoted from \$6.25 to \$6.75.

The North American Seed Company also delivers a highly optimistic report on the outlook for the seed trade for the big spring buying period. The demand for seeds during the month of January was reported as fair to good with the volume of sales comparing well with the normal buying for the first month of the year in other seasons. A very heavy purchasing demand is looked for, however, for the next two or three months, based largely on the fact that farmers are in better shape to invest in seeds than they have been for several years. It is known, the company adds, that the farmers will be in need of a large amount of the staple seeds as usual in the spring months and the farmers will be in better financial condition to supply that demand than they have been for a long time.

There is no real scarcity in seeds in any line, the company says, but the supply in all varieties is only moderate and with a buying demand which is anticipated of unusually large proportions, there will be very little seed left after all the buyers get what they want. A firm to strong market is looked for and with some possibilities of advances in any line of seeds which shows any signs of real scarcity.

The North American company is quoting Red Clover from \$20 to \$22, Alsike is said to range in price from \$13.50 to \$17.50, the Timothy market rules from \$6.75 to \$7.25 for the choice grades, the Alfalfa market is quoted from \$19 to \$22 and Sweet Clover is quoted as a rule from \$10 to \$12.

The Kellogg Seed Company reports that the market for seeds has been a little quiet for the past few weeks, although this is by no means unexpected, nor unusual during the mid-winter season. The company finds that many seed handlers have a small amount of seeds on hand for the winter season and very frequently this is sold before any attempts are made toward reordering from wholesalers. However, the Kellogg company believes that while trade has been quiet in the past, it will be brisk and active for the entire spring season. In fact the demand is expected to be considerably better than the normal volume of trade for the spring season when the planting season is at its height.

The company bases this prediction on the fact that the financial condition of the farmers is on an unusually strong basis. It is believed that farmers are generally well prepared to supply themselves with all necessary seeds, the only exception to this prosperous condition being in such sections as the potato belt of central and upper Wisconsin, where the low prices for potatoes during the past season have militated against proper returns for farmers.

Only a fair to medium supply of seeds is reported so that a strong market is looked for. The company quotes seed prices at \$17 to \$21 for Red Clover, Alsike ranges from \$10 to \$15, Timothy is quoted from \$6 to \$7, Sweet Clover is moving from \$10 to \$12, while Alfalfa is steady at the former quotations.

The L. Teweles Company reports that the seed market has been a little backward recently but that a most excellent trade is looked for in the future and in fact for the entire spring business. The company finds that stocks of seeds are not large, in fact only moderate supplies are reported as a rule, and if the big demand develops as expected, the supply will be eaten up and the carry over will be very slight. A firm to strong market is expected for practically all kinds of seeds. The Teweles company quotes Red Clover from \$20 to \$22, Alsike is quoted from \$17 to \$18, Timothy ranges from \$6 to \$6.50, Sweet Clover runs from \$11 to \$12 and the Alfalfa market ranges from \$19 to \$20.

The official report of the Milwaukee Chamber of Commerce on the seed market for the past month says that seeds were comparatively steady and only moderately active owing to the smallness of offerings. Dealers were laying in supplies for the spring business, the report adds, and they took everything up to quality requirements that was offered in this market.

Red Clover was given at that time at \$15 to \$21, Alsike ranged from \$10 to \$15, White Clover ruled from \$37 to \$47, the poor to good Timothy was quoted from \$5.25 to \$6.25 and the choice to fancy from \$6.50 to \$6.85. The flax market was said to be unsettled, but rallied briskly after a brief period of weakness, a recession of 10 cents being followed by an advance of 41 cents. The No. 1 Northwest ranged from \$2.55 to \$2.96.

The Oshkosh Seed Company of Oshkosh filed a voluntary petition in bankruptcy in the Federal Court in Milwaukee, estimating its liabilities in round numbers at \$62,000 and its assets at approximately \$105,000. Real estate was listed as worth



\$40,000, securities at \$21,000, and machinery at \$16,000. The unsecured liabilities aggregated about \$43,000.

Many communities in Wisconsin report a most exceptional interest in increasing the acreage of Alfalfa in 1923. At Tomah, Wis., a special campaign is on to encourage farmers to go into Alfalfa growing, this being a big dairy neighborhood which is eager to get more forage to enable farmers to keep more cows. The prime mover in the plan is William Brennan, a banker, who is asking all farmers to try a little patch of Alfalfa and to report their seed requirements so as to get supplies in ample time for spring planting. Buyers of Alfalfa says the price is a little higher than it was a year ago. Mr. Brennan has handled these orders for three years and the requirements have been increased every year. This season promises to be a record breaker for the sowing of Alfalfa. The crop is growing decidedly popular, largely through the energetic efforts of Mr. Brennan.

Milwaukee flax crushers were for a time bidding 25 to 27 cents premium over the ruling price for Minneapolis flax in order to attract shipments. Demand is reported as very brisk.

The corrected reports by the State Department of Agriculture show that Clover seed was harvested in Wisconsin from 127,000 acres in 1922 as compared with only 98,000 acres in 1921. The yield per acre was given at 1.8 bushels, with an aggregate production of 229,000 bushels as compared with only 167,000 bushels in the previous year. The 1921 yield was increased in 1922 by 40 to 50 per cent.

## SEEDS INACTIVE IN NEW YORK

BY C. K. TRAFTON

In view of the long spell of extremely severe weather, with record-breaking snow-fall over wide areas along the seaboard, it is by no means surprising that business in field seeds has been inactive much of the time during the period under review. Nevertheless, this has caused no general or material reduction in prices, although in the case of a few varieties quotations are from ½ to 2 cents lower, reflecting the anxiety of a few of the smaller holders to turn their stocks into cash.

Aside from this financial factor, however, larger and more experienced traders have recognized no necessity for price-cutting in order to stimulate business. They feel that the situation is a decidedly healthy one, notably so because of the lack of speculative buying. The great majority of retail distributors have not brought anything like enough to take care of a normal spring demand, and hence when seasonable weather appears a general wave of legitimate buying is expected. At that time a marked shortage will appear in practically all varieties which will result in a strong recovery in prices. To a large extent this will be accelerated by the continued strength in the foreign situation

as a result of which importers have bought little for future shipment from Europe, South America, or the Orient.

Red Clover has been at a standstill, but prices are nominally about one cent lower, as it is now generally believed that the domestic crop was large enough to take care of all requirements. Hence the continued strength displayed by Europe and the fact that nothing has been imported for many months have caused no concern. France has been offering on a basis of 22 cents, duty-paid New York, but has displayed no eagerness to sell owing to free purchases at higher prices for shipment to Czecho-Slovakia. Italy is also offering at the same price without pressure to sell. United States exports were only about 630 bags, mainly to Denmark.

Crimson Clover has been nominally unchanged as there has been no retail demand and at the same time no buying for import. France is offering on a basis of 16 cents duty-paid New York, or about 1 cent higher than a month ago. Arrivals were slightly smaller, only 400 bags from the United Kingdom.

White Clover is nominally unchanged in the absence of demand from domestic buyers. This is offset by the great strength abroad, Polish and German seed being offered in a small way on a basis of 60 cent duty-paid New York. About 350 bags were received against 60 in December.

Alsike eased off about 1 cent owing to rather more selling pressure prompted by slow demand and the fairly good crop outturn here and in Canada. Latterly the tone has become somewhat steadier, especially among conservative traders who expect a fairly sharp advance when spring trade opens, believing that Alsike will get the preference because of its discount under Red Clover. If the demand becomes as lively as they anticipate they assert that supplies will prove to be inadequate. Exports were 1,250 bags, against 2,780 in December.

Timothy is about a half-cent lower owing to ample supplies. Still, on account of its low price this variety has been a fairly good seller, and hence far-seeing dealers believe that this article at least will be well cleaned up at the end of the season, especially in case new crop prospects are not favorable. Export demand has fallen off and the shipments were only 3,775 bags against 8,085 during December.

Red Top has been selling well and at decidedly firm prices owing to the very high prices asked for European fancy grass seeds. This is regarded as the best lawn grass seed by some dealers who expect that the spring demand will be far in excess of supplies. Owing to strong control by pool interests in growing sections the available supply is small and it is possible to buy only a small lot occasionally. Exports were about 985 bags, against 2,230 in December. Other lawn-grass

varieties, such as hard and chewing Fescues and Crested Dogtail, are also firm and are expected to continue so.

Rye Grass has been in good demand and prices are firmer after temporary easiness. Arrivals were only about 665 bags, against 1,660 during December and the United Kingdom now offers on a basis of 11½ to 12 cents duty-paid New York, or 1 to 1½ cents higher than a month ago. Holders of the small local stocks quote from 12 to 13 cents and assert that supplies will be far from ample when demand develops.

Alfalfa has been in less active demand and hence some quote at a decline of 2 cents compared with a month ago. Nevertheless, others are firm in their views and say that the decline if any is only temporary. They maintain that there are only about 800 bags of good Alfalfa seed in New York, and this is held at 17½ cents in a large way and 19 to 20 cents in smaller lots. Arrivals from Argentina were only 3,075 bags, compared with 7,690 during December. It is now between seasons in that country and hence additional arrivals of importance cannot be expected until May or June. Moreover, the crop has been damaged by weevil and therefore it is feared that no high-grade seed can be expected during the coming season. Shippers there are not offering good quality seed and quote on a basis of 17½ cents duty-paid New York for seed under 99 per cent.

Hairy Vetch has been selling at 17 to 17½ cents, or about the same as a month ago. Spring Vetch has been in good demand and averages about 5 cents. No fresh business has been done in hairy for import as shippers are 1 cent higher, on a basis of 18 cents duty-paid New York. Arrivals of both kinds were only about 400 bags, against about 2,000 in December.

Orchard Grass has been quiet and unchanged. Arrivals were only about 430 bags, compared with about 590 in December, and Denmark is still quoting on a basis of 14 cents duty-paid New York. Rape seed has been moving in a small way at about unchanged prices. Both Holland and Japan are offering at 5¼ cents c. i. f. New York. Arrivals were slightly larger, 2,115 bags, against 1,900 in December. The total included 625 bags from Japan.

Sunflower has been a decidedly interesting proposition. The spot quotation is about ½ cent higher at 6.75 cents, whereas Missouri shipping points are offering at 7.35 cents New York in a large way and at 7.80 cents in smaller lots. In fact, inquiries have been received from growing sections indicating that there is not much out there. Argentine shipped nothing to the United States last month and is offering only for April shipments at 3½ cents c. i. f., New York, meaning close to 6 cents here in May. Total arrivals were only 1,655 bags, compared with 1,530 in December. This was seed from southeastern Europe via Holland and cost on an average about 6.40 cents duty-paid. It does not seem safe to figure on further arrivals of importance from Europe as they are talking higher prices.

Canary seed has been coming in and moving out

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with about an equal degree of freedom, and hence the price is about unchanged, 5 cents duty-paid. About 8,800 bags were received, mainly from Argentina, against 10,250 bags in December. A large part of the arrivals has been shipped to Mexico. Argentina is still offering old crop seed on a basis of 4.75 cents duty-paid New York, but is not yet offering new crop which will not come on the market until next month.

Millet has been in extremely good demand from feed manufacturers, and hence there has been no accumulation of supplies in spite of arrivals of close to 5,400 bags, including about 3,860 bags from Manchuria, the balance being Moroccan seed re-shipped from European ports. In fact, it is said that an additional quantity of almost the same size could have been sold. As a result local prices are firmly held at about 5 cents. Both Morocco and Manchuria are offering Red and Yellow Millet on a basis of 4½ cents duty-paid New York. Colorado shippers are offering on a 6 cents New York basis, against about 2 cents a year ago.

Hemp is about unchanged at 3½ cents, although supplies here are ample owing to the arrival of 2,075 bags from Manchuria against only 210 in December. Shippers there are now offering at 3 cents c. i. f. New York, against 2¾ cents a month ago, and hence little is being bought for import. Field peas have experienced the usual demand for this season from spring feed manufacturers. Fairly large quantities of hand-picked peas have arrived from China, costing about 5 cents duty-paid. Local quotations are 5¼ to 5½ cents.

Exporters state that owing to their greatly depreciated currency German buyers have been able to buy only the cheapest seeds, and hence exports to that country have been made up largely of screenings and other poor qualities of Alsike, Alfalfa, Timothy and Red Clover. Fescues have been neglected with exports of only 100 bags and imports of only 30 bags. Exports of Bluegrass totalled about 1,515 bags, chiefly to Denmark, against about 800 in December.

A wholesale seed business is to be conducted at Montgomery, Ala., by E. H. Gentry of Pike Road, Ala.

The Blainstown Grain Company of Blainstown, Iowa, has installed a seed cleaning outfit and sacking device.

Charles Hoag has severed his connection with the Hallawell Seed Company at San Francisco, Calif., because of ill health.

The capital stock of the Schisler-Corneli Seed Company of St. Louis, Mo., is to be increased from \$20,000 to \$300,000.

The interest of J. G. Adams in the Central Seed Company of Shawnee, Okla., has been purchased by S. K. Wauchope.

A new seed store has been completed at Florence, Ala., for the North Alabama Seed Company which will occupy it.

The seed business operated at Cynthiana, Ky., by William Addams is now conducted by the William Addams Company, Inc.

A line of garden and field seeds has been added to the hay, grain, flour and feed business of the Tulsa Feed Company of Tulsa, Okla.

W. I. Brockson is with the Illinois Seed Company of Chicago, Ill. He was formerly with the Marinette Seed Company of Marinette, Wis., as manager.

A seed and bulb store has been opened at West Philadelphia, Pa., by Ernest F. Hoehl, formerly with S. S. Skidelsky & Co., of New York City.

The interest of the late Daniel Moore in Frazier & Monroe, seed dealers at Newcastle, Ind., has been purchased by Ora D. Sanders of Middletown, Ind.

S. B. Upham and others have incorporated at Owensboro, Ky., as the Booth Company. Its capital stock is \$5,000. The firm will deal in seeds, feed and implements.

The Purcell Seed Company of Evansville, Ind., is planning upon building a modern house for its business as soon as its lease on the building it now occupies expires next year.

Capitalized at \$50,000, the Stamford Seed & Flower Company has been incorporated at Hartford, Conn. John I. Lipp, Frank Bauman and Eliz. M. Bauman are interested.

The Janssen Seed & Floral Company of Springfield, Ill., is now occupying a new building. It is a three-story structure; the first floor will be used as a show room and the third for a wholesale seed department.

To deal in seeds and feedstuffs, the Lynchburg Seed Company, has been incorporated at Lynchburg,

Va. Its capital stock is \$50,000. N. W. Worley is president; W. N. Ballow, secretary; O. B. Laughon is also interested.

Lyons H. Williams, president; Charles H. Williams, secretary, and Richard S. Orr have incorporated the Williams Seed Company, Inc., of Norfolk, Va. Its capital stock is \$50,000.

The name of the Ellsworth Feed & Seed Store at Grafton, N. D., has been changed to that of the Woodward Feed Company. No changes has been made in ownership or business policy.

The Sherman & Chambers Seed Company has established a seed corn department at Riverton, Iowa. Improvements were recently made which enabled the company to open this branch.

The retail store of the Cuff-Archias Seed Company of Brawley, Calif., has been remodeled and a modern warehouse has been erected providing for scales, fanning mills and other improvements.

The Kiester-Hall Seed Company of Waterloo, Iowa, was recently reorganized under the name of the Waterloo Seed Company. H. A. Smucker is chairman and C. H. Wise, secretary and treasurer.

A. L. Burri has bought out W. A. Duncan in the seed business at Kansas City, Mo., and will operate under the name of the Midwest Seed Company. It was formerly conducted as the W. A. Duncan Seed Company.

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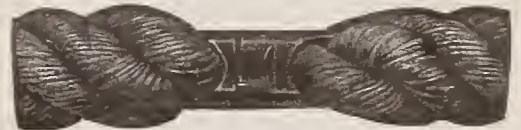
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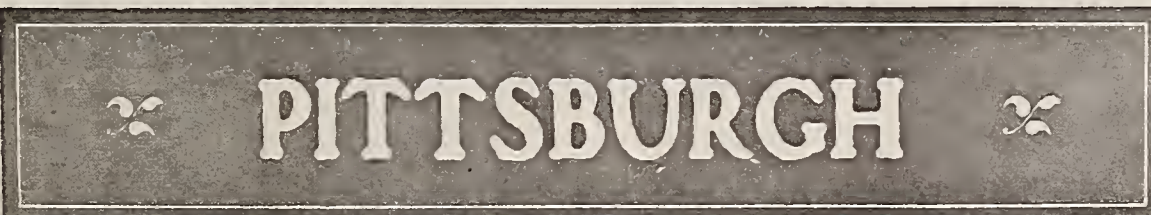
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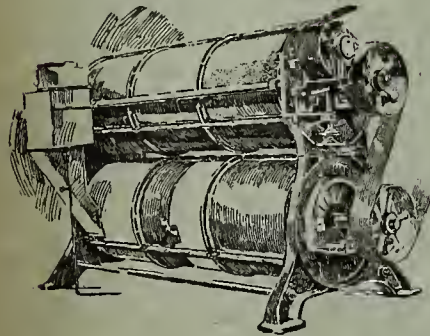
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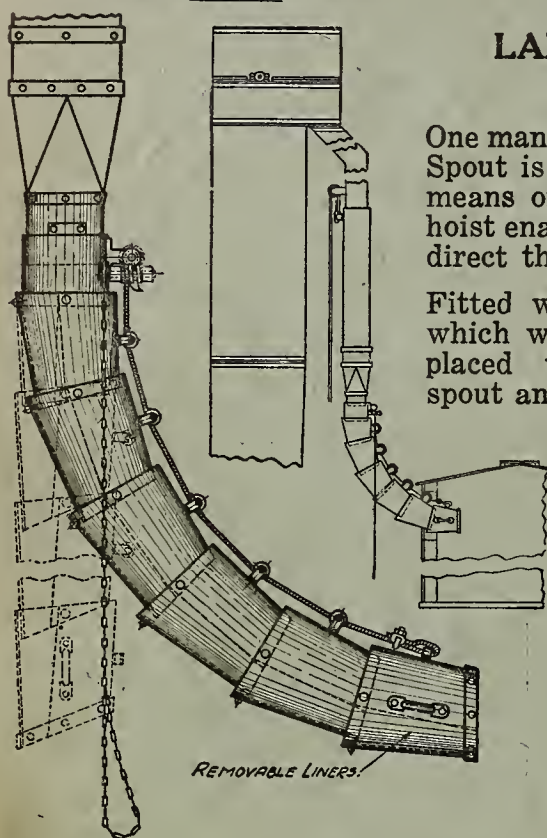
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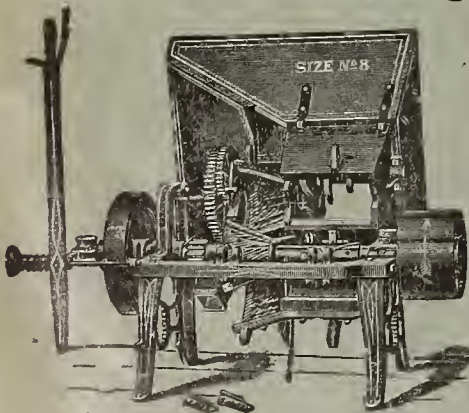
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